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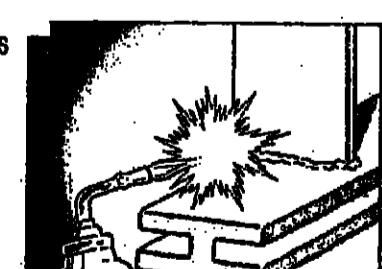
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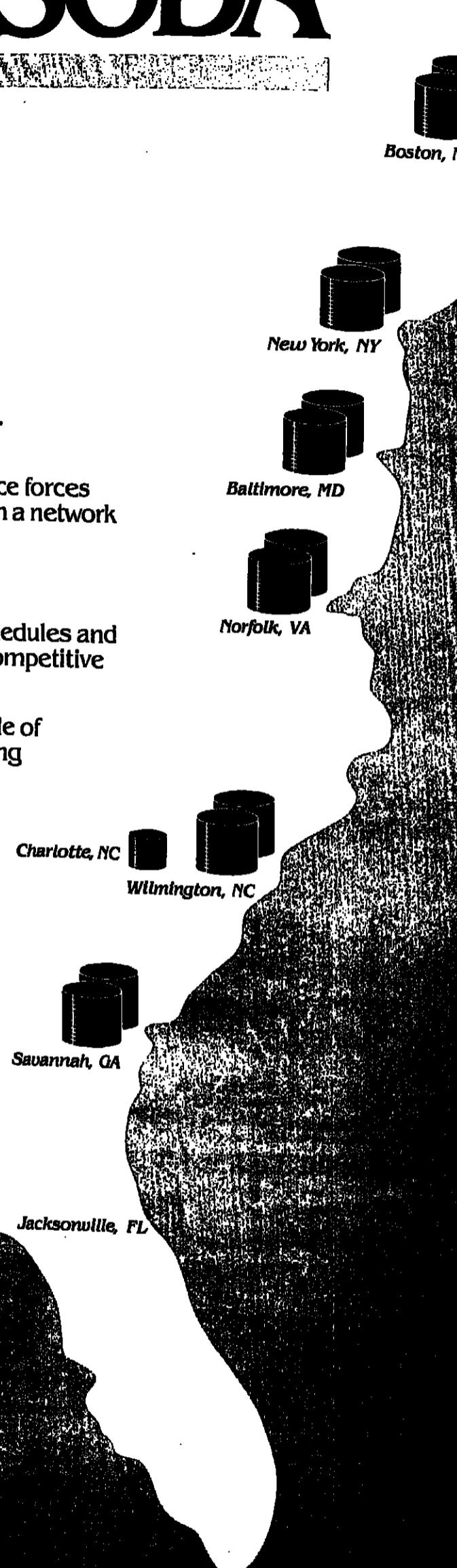
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Maleic Balance Is Predicted

Monsanto Chemical Company plans a 20-million-pound-per-year debottlenecking project at its maleic anhydride plant in Pensacola, Fla. Producers say that a healthy demand rate should enable Monsanto's new capacity and a planned expansion by Denka Chemical Corporation to be readily absorbed by the market.

The debottlenecking will move Monsanto's capacity to 100 million pounds per year by the end of 1988. This will be the first phase of a plan to increase capacity to 230 million pounds by 1990.

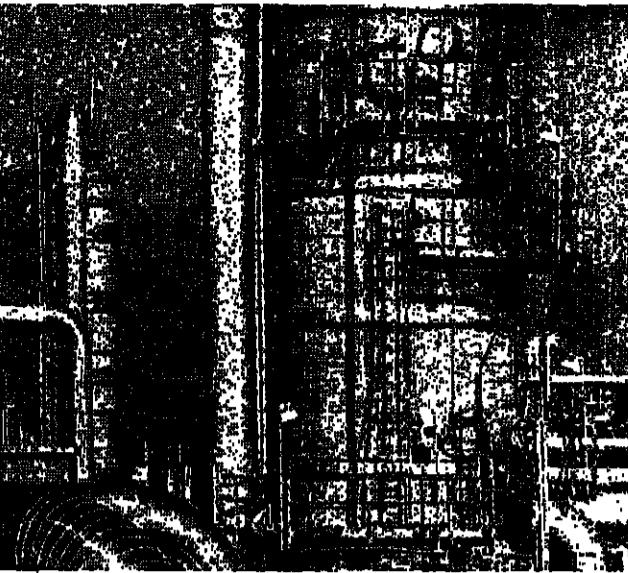
Denka plans to add 20 million pounds to its 50-million-pound-per-year facility in Houston by next May. "It's a pretty healthy market," says a company spokesman, and "we expect normal growth of our demand with maleic acid and our customer to take care of our expansion."

Producers say that overall demand has grown this year at a 3 to 4 percent, GNP-style rate, and they expect this rate to be maintained for the foreseeable future. Monsanto estimates that the present consumption rate is between 365 million and 370 million pounds per year in an industry with a capacity of 383 million pounds per year.

Projecting a 4 percent consumption growth rate to the end of 1988, three-fourths of Monsanto and Denka's combined new capacity would satisfy the higher demand level, with industry capacity reaching 423 million pounds per year.

Continued on Page 13

MONSANTO AT PENSACOLA: The company has completed a 20-million-pound-a-year debottlenecking project here. It's expected that the new capacity will be readily absorbed by the market.



VOLUME 230
Number 24

Chemical Marketing Reporter

DECEMBER 15, 1986

Chemical Recovery Follows Restructuring

US chemical manufacturers made a strong recovery during 1986, benefitting from the costly restructuring and reorganization which made last year one of the worst in its history, the industry's chief economist said last week.

Curt Engelhorn, chairman of Boehringer Mannheim, said last week that the agreement with SmithKline will "allow for the expeditious development and worldwide commercialization of compounds from our research." He added that the agreement provides his company with "the opportunity to establish a major pharmaceutical presence in the US."

Henry Wendt, president and chief executive officer of SmithKline, said his firm has been "impressed" by Boehringer's cardiovascular medicine research. "Their R&D effort and investment are significant and dovetail well with our own discoveries and development activities," he said.

Releasing Chemical Manufacturers Association's annual economic survey of its member companies, Myron Foveaux said the industry's 1986 earnings are expected to be a record \$13.3 billion — 5.8 percent above 1985 earnings.

However, the 1986 earnings performance is only 2.3 percent above the previous record of \$13 billion set in 1981 and again in the post-recession recovery year of 1984.

According to the survey, the rebound in earnings was achieved on a modest increase in sales. Total industry sales during 1986 are expected to be \$216 billion, or just 1 percent above 1985.

The industry's trade picture also improved this year. For the first time in five years, the chemical trade surplus rose by 5 percent, to \$7.6 billion. US chemical exports are expected to reach \$22.7 billion, or 10.5 percent of total industry shipments. Chemical imports, however, continued to climb by 4 percent over 1985 to a record \$15.1 billion.

The survey figures are all estimates, as final figures will not be released by Commerce Department until April.

According to the survey, CMA member companies, which account for more than 90 percent of the domestic chemical industry's production capacity, expect further improvements in earnings and sales in 1987. Sales are forecast to rise by 6 percent next year and earnings are predicted to be 10 percent above 1986.

Mr. Foveaux, CMA's trade and economic policy advisor, said several factors contributed to the turnaround in earnings performance for 1986.

"Productivity and unit costs have been improved by the shutdown of older plants," he noted. "Break-even costs have been reduced. Raw material price decreases have not been completely offset by lower chemical selling prices. Also, the lower dollar value has helped exports and dampened imports moderately."

The most significant factor, Mr. Foveaux said, was that chemical companies did not

have to repeat the heavy 1985 write-offs against operating earnings.

"The bunching of asset write-offs and heavy restructuring costs in 1985 that severely depressed net earnings were not repeated this year," he noted. "Net earnings after taxes regained the lost ground of 1985 with almost no increase in sales."

He said companies also benefitted from an improved operating rate — another result of the major restructuring and reorganization.

The industry's operating rate rose to 80.5 percent of capacity. As recently as 1982, the industry operated at only 66 percent of capacity, the lowest level in the post-war era.

The survey also found that industry employment continued to decline. The estimated 1,028,000 workers employed in the domestic industry in 1986 is 81,000 below the industry record of 1,109,000 in 1981.

Capital spending grew 5 percent over 1985,

Continued on Page 23



Myron Foveaux

Beta Carotene Market Expands As New Uses, Producers Appear

Bolstered by promises of new applications in pharmacology, the beta-carotene market continues to expand. Producers of both synthetic and natural beta-carotene are confident that research reports connecting the product with anti-cancer properties as well as uses as a safer alternative to vitamin A will increase demand in the future. Some sources put yearly sales at about \$10 million to \$15 million (some put figure as high as \$25 million) and one very optimistic source expects the market to grow to \$100 million by the end of the decade.

Right now, the big players are still the producers of synthetic beta-carotene, Hoffmann-La Roche Inc. and BASF Corporation. The market share for the natural product is relatively limited.

Cyanotech Corporation in Woodinville, Wash., is offering an all natural beta-carotene derived from algae grown in ponds in Hawaii. According to Dan Anderson, technical director in charge of new products there, production capacity has been about 900 kilos per month since June of this year. Production is expected to triple by next February.

Mr. Anderson says his company makes a 7.5 percent powdered product, at present the most potent of the natural products on the market. It sells for about 60 to 80 percent above the price for the synthetic product.

As previously reported, Eastman Kodak Company and Microbio Resources Inc. have concluded an agreement giving Kodak's bioproducts division the world marketing rights to Microbio's "Provateen", adding another producer of natural beta-carotene from algae to the market.

According to a spokesman for Microbio, "Provateen" is derived from algae, Continued on Page 23

Canadian Argon Unit Is Under Construction

Canadian Oxygen Limited, sister company of Alco Industrial Gases, is building a new argon recovery plant in Courtright, Ontario. The argon will be marketed in the US by Alco, and will also be sold in Eastern Canada.

The \$50-million facility will be constructed by Sichuan Chemical Works and is scheduled to start production in late 1989.

According to Kellogg, ammonia plants based on its technology consume less than 25 million Btu's for each short ton of ammonia produced, or about 75 percent of the Btu's used in conventional ammonia production. The plants also use only half the fuel required for conventional plants.

Kellogg says the Chinese plant will be designed to be even more energy efficient than other units based on its technology.

PMA Priority To Be Patents

The president of the Pharmaceutical Manufacturers Association said last week that the drug industry will give priority to gaining stronger patent protection for its products in Mexico, Argentina, Brazil, Taiwan, India, and Indonesia.

Gerald J. Mossinghoff told a colloquium on intellectual property of the National Research Council, National Academy of Sciences, that legislation already is pending in Korea and Canada to give pharmaceuticals stronger patent protection. The association has worked closely with the current Administration on intellectual property protection issues, he says.

Mr. Mossinghoff says Pharmaceutical Manufacturers Association has identified 25 countries where protection for intellectual property is inadequate or lacking altogether.

"Many of these countries now host growing national pharmaceutical industries that are... fully capable of exploiting the lack of protection for the patent holder," Mr. Mossinghoff says. "We are now facing situations worldwide where the annual loss of revenue runs into hundreds of millions of dollars."

Mr. Mossinghoff is a former U.S. Commissioner of Patents and Trademarks.

BP PVC Compounder Acquired by Vista

BP Performance Polymers Inc. has signed a letter of intent to sell its PVC compound business to Vista Chemical Company, Houston, Tex. Price of the transaction was not disclosed.

The sale includes a 12-acre site at Mansfield, Mass., know-how, formulations, approvals and BP PPI's current customer list for PVC compounds. BP PPI will continue to manufacture a range of PVC compounds at its Visalia, Calif., plant for Vista.

BP PPI will act as sales and marketing agent for PVC compounds to several wire and cable accounts on Vista's behalf in addition to pursuing its main business in the manufacture and supply of polyethylene polymer compounds to the wire and cable, telecommunications and automotive industries.

The transaction is expected to be completed by the end of January 1987. BP PPI announced on September 10th its plans to expand its polyethylene business in the US by making substantial investments for extra-

Continued on Page 23

Chinese Slate Ammonia Plant

M. W. Kellogg Company will provide process technology for a new 800-metric-ton-per-day ammonia plant to be constructed in Sichuan, in the People's Republic of China.

The \$50-million facility will be constructed by Sichuan Chemical Works and is scheduled to start production in late 1989.

According to Kellogg, ammonia plants based on its technology consume less than 25 million Btu's for each short ton of ammonia produced, or about 75 percent of the Btu's used in conventional ammonia production. The plants also use only half the fuel required for conventional plants.

Kellogg says the Chinese plant will be designed to be even more energy efficient than other units based on its technology.

Turkish Aspirin Seen Hurting US

International Trade Commission issued a preliminary ruling last week that imports of aspirin from Turkey may be injuring domestic producers.

As a result, Commerce Department will continue countervailing and antidumping investigations prompted by complaints that several Turkish producers are selling their product in the US at less than fair value.

The investigations were launched after Monsanto Company filed a petition with the government October 31. Monsanto charged that the government of Turkey was subsidizing Turkish producers, giving them an unfair advantage in the US market.

Monsanto also accused the Turkish companies of selling product in the US at unfairly low prices. The complaints are also supported by Dow Chemical Company.

Borden Expands At Fayetteville, N.C.

Borden Chemical Domestic and International, Division of Borden Inc., says it will build a \$10 million expansion to its facility in Fayetteville, N.C. The plant produces urea and phenolic resins for the forest products industry.

Borden says the increased capacity is intended to help meet growing demand in the Southeast for resins used as binders in the manufacture of particleboard, plywood and structural board.

Continued on Page 31



Sun Chemical Sells Printing Inks Unit

The largest graphic arts materials company in the world is about to be formed, according to Sun Chemical. It will result from the purchase for \$550 million of Sun Chemical Corporation's printing inks and pigments operations by Daikin Industries, Inc. of Tokyo, Japan. This is thought to be the largest single investment in an American company by a Japanese firm.

Edward E. Barr has been named president and chief executive officer of the reconstituted company, which will retain the Sun Chemical name and operate from headquarters in Fort Lee, New Jersey. Mr. Barr thus returns to the company whose presidency he left in 1982.

In 1986, Sun Chemical's General Printing Ink & Pigments division, and its international counterparts, are expected to have revenues in excess of \$600 million. For 1987, sales are projected at \$800 million, following an anticipated consolidation with other DIC graphic arts materials operations. These include the American printing ink company, Koken & Madden, and the German ink manufacturer, Hartmann International.

The new Sun Chemical claims it will be the largest company of its kind in North America and Europe and will have a significant market presence in Latin America and Australia.

The new plant, designed and constructed by Cryoplants, is being built next to C-I-L Inc.'s ammonia plants from which Canadian Oxygen will draw feed gas for argon production.

Continued on Page 15

Pfizer Inc. Obtains Rights to Additives

Pfizer Inc. says it has signed a licensing agreement that gives it worldwide marketing rights to Polar Molecular Corporation's patented additive for gasoline and distillate fuels. Pfizer also has an option to acquire an equity interest in PMC.

Based in Saginaw, Mich., PMC has focused its research and development activities on products for the automotive and energy-related industries. Its primary product, "DurAlt", a non-metallic fuel additive, was deemed "substantially similar" by the Environmental Protection Agency earlier this year. The action by the EPA means that "DurAlt" can be legally used by refiners to bulk treat unleaded fuel.

"DurAlt", a potential replacement for tetraethyl lead, addresses many of the issues confronting refiners today, including the continued on Page 31

Tenneco Unit in Pact

Tenneco Inc. said last week that it has reached agreement with major creditors for restructuring of Poclain SA, French-based manufacturer of hydraulic excavators in which it holds 44 percent ownership. The restructuring, Tenneco said, is expected to enable Poclain to return to profitability through cost-reductions and other operating efficiencies. Under the agreement, Tenneco will issue a new series of reference stock to Poclain's major creditors in exchange for the French franc equivalent of approximately \$80 million of Poclain's debt obligations.

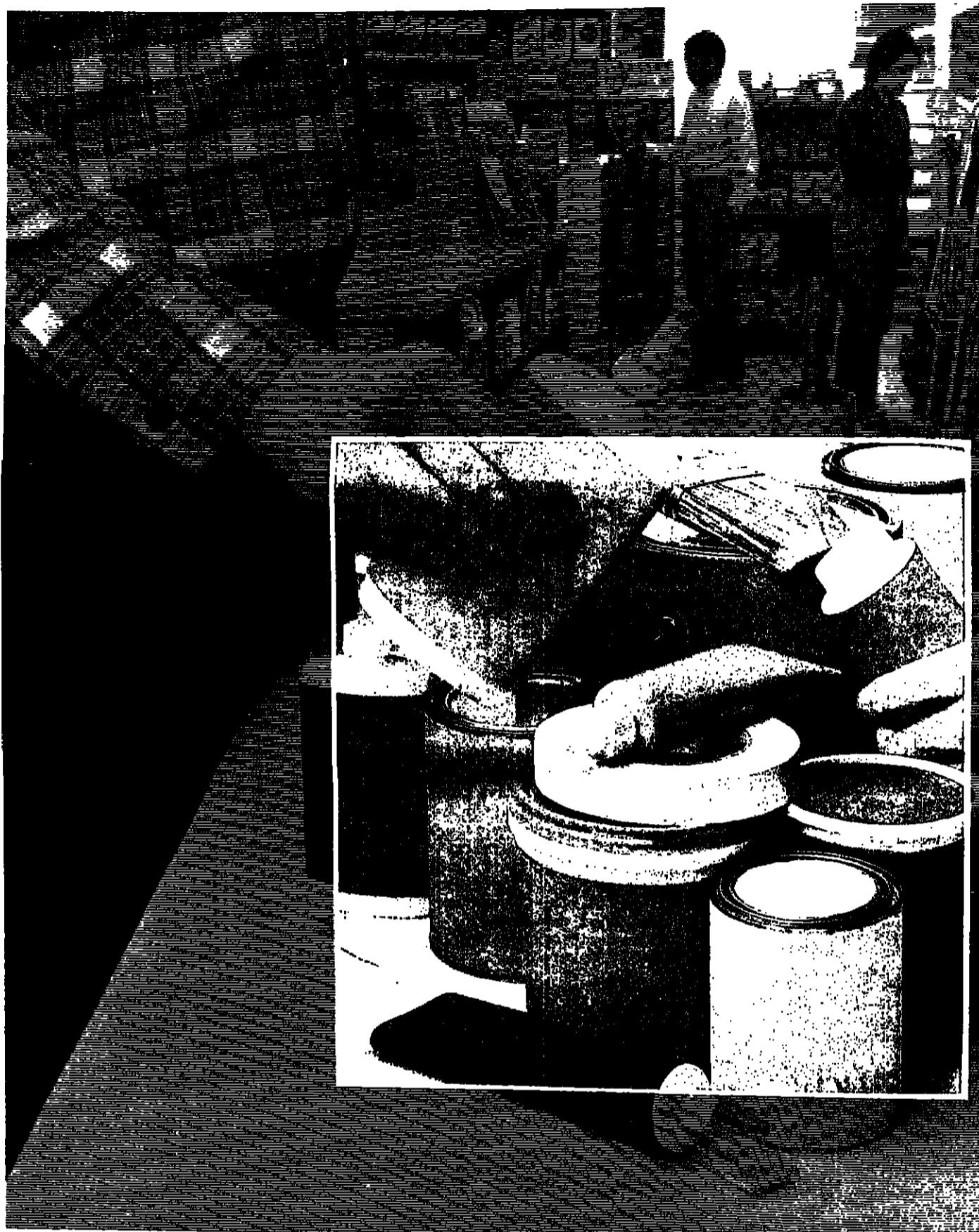
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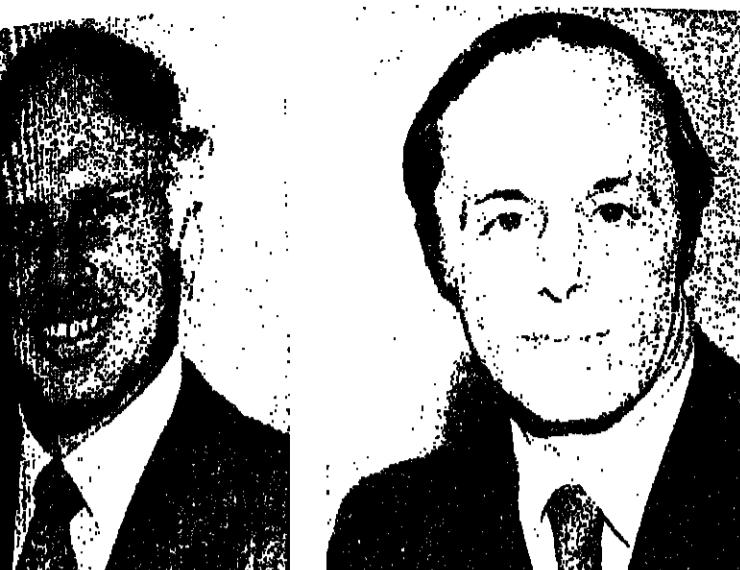
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The Little Chemical Giant



ELECTS EXECUTIVES: Paul E. Freiman (left) has been elected president and chief operating officer and Thomas L. Gutshall executive vice-president of Syntex Corporation, effective Jan. 1, 1987. Mr. Freiman will be responsible for the company's worldwide pharmaceutical, medical and agribusiness operations. Mr. Gutshall will continue to be responsible for managing medical diagnostics, chemical and engineering services operations and will join the company's executive committee.

Monsanto's Nitro Plant Cited by US Agency

Occupational Safety & Health Administration last week cited Monsanto Company's plant in Nitro, W. Va., for 11 instances of willfully violating the agency's record-keeping requirements and proposed penalties totalling \$1,000.

OSHA proposed a \$5,000 fine for each of the 11 instances of willfully failing to properly maintain a required log of injury and illnesses for the past two years. The plant employs 140 workers in the production of agricultural and industrial chemicals.

Inspection indicates an ongoing pattern of failure to accurately recording types of on-the-job injuries and illnesses at the Nitro plant, says OSHA chief, Mr. Pendergrass. "Without dependable data, neither the employer nor his employees or OSHA can accurately gauge the safety of a plant's safety and health program," he says.

Instances cited by OSHA include several types of injuries that required medical treatment, restricted work activity or lost time, and, in some cases, workers' compensation claims, according to Mr. Pendergrass.

The OSHA inspection of the Nitro plant was initiated in June following a worker complaint. The agency has cited the Monsanto plant for record-keeping violations on three separate occasions in the past.

A Monsanto spokesman says the company plans to investigate the 11 instances cited by OSHA and will appeal them if warranted. "The company and the employees acted in good faith," he says. "We give top priority to the health and safety of all our employees."

In a separate action, OSHA cited USX Corporation's coke works' ammonia plant at Clairton, Pa., for 98 alleged willful record-keeping violations and proposed \$130,000 in fines.

The agency cited 60 alleged instances of willfully failing to record cases of lost workdays or restricted work activity, and 38 instances of willful failure to record, or of improperly recording, medical treatment cases.

The citations follow recent similar action by OSHA against several other companies for alleged record-keeping violations.

Oil Fee Is Urged in Study as Imports Hit 5 Million Barrels

Reducing US dependence on imported oil is a renewed threat to the country's energy and national security, a new Harvard University study warned last week. Imports are averaging over 5 million barrels per day — the highest level since 1973 — as lower prices have triggered a rise in overall consumption and demand.

The study calls for the immediate imposition of a \$10 a barrel tariff on all imports of refined products, in an effort to reverse these trends.

The chemical industry testified against an import fee in congressional hearings earlier this year, and the Petrochemical Energy Association recently reaffirmed its opposition in a memo filed with the Department of Energy.

In the request of President Reagan, DOE is studying the national security implications of increasing petroleum imports.

The chemical industry argues that raising the price of oil will not increase domestic production. It says a new fee or tax would do more harm than good, devastate the chemical and plastics industries and cost hundreds of thousands of Americans their jobs.

The Reagan Administration has so far resisted calls for a tariff on the grounds that it would be inconsistent with its free market

policy. The study says that the market price currently paid for imported oil by US consumers does not reflect the true cost of dependence on imported sources of oil supply.

"Our proposed fee should be thought of as an insurance policy against the risks of future disruptions from the Middle East," the authors say.

Impositions of a large fixed fee on imports, which would be matched by increases in the price posted by US producers, would reverse the trends in overall consumption and domestic production. The study calculated that the tariff required to bring about an "optimal" level of US oil imports is between \$10 and \$11 a barrel.

"Rather than advocating protectionism for the US oil industry, what we are calling for is protection for the consumers against future oil shocks," the authors say.

Because the market price of US oil imports does not reflect the total cost, more oil is used by consumers than is optimal, the study notes. Similarly, the amount of oil produced in the United States is less than is optimal.

The Reagan Administration has so far resisted calls for a tariff on the grounds that it would be inconsistent with its free market

Du Pont to Sell Sodium Silicate Unit

E.I. du Pont de Nemours & Co. last week announced plans to sell its sodium silicate business to Power Silicates Inc., a subsidiary of Power International Limited of Melbourne, Australia. The merchant silicates business, while mature and relatively flat over the past several years, has recently been showing growth potential in a number of areas.

Du Pont's proposed sale includes company patents, technical know-how, marketing information, inventories and manufacturing facilities in Augusta, Ga., Fortville, Ind., and Pineville, La. Du Pont will continue to produce sodium silicates for internal use at its East Chicago, Ind., plant.

The three plants being sold have a combined capacity of about 70,000 tons per year of anhydrous and liquid sodium silicates. The East Chicago plant can make up to 35,000 tons per year.

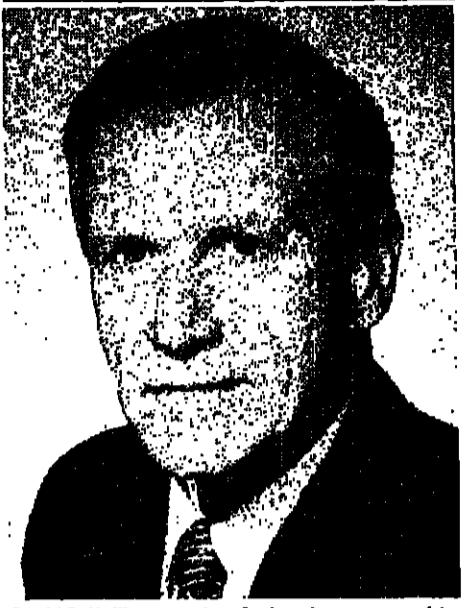
Du Pont has internal applications for silicates in the production of its "Ludox" colloidal silica, titanium dioxide stabilization, and the production of silicic acid. The company, through a joint venture with EKA AB of Sweden, is building a plant in Augusta, Ga., that will produce silicic acid.

Du Pont says the sale to Power Silicates is scheduled to be completed by the end of this month. Du Pont will continue to be involved

involving in production for at least another six months, however.

Du Pont says sodium silicates represent less than one-tenth of one percent of the com-

Continued on Page 30



David S. Hollingsworth, who has been named to succeed Alexander F. Glacco as chairman and chief executive of Hercules Inc.

Nickel Embargo's End Declared by Sec. Baldridge

The US and the Soviet Union have reached an agreement that is expected to end the embargo on US imports of Russian nickel, says Commerce Secretary Malcolm Baldridge.

Secretary Baldridge announced the agreement in principle with Soviet Foreign Trade Minister Boris Aristov after two days of talks were concluded between members of the Joint US-USSR Commercial Commission, a panel set up in the early 1970's to improve relations between the two nations.

The Treasury Department, which administers the embargo, has accepted the Soviet invitation to enter into immediate negotiations with representatives of the Soviet government to work out the specifics of the deal, according to Secretary Baldridge.

Secretary Baldridge and Minister Aristov also agreed to hold the next session of the Joint Commercial Commission in Moscow next year.

"I look forward to its contribution to the expansion of our trade and to better US-Soviet relations generally," says Secretary Baldridge.

Secretary Baldridge also says the two sides have agreed to give American companies better access to Soviet enterprises in areas such as chemicals, food processing, iron ore

beneficiation, coal slurry pipelines and irrigation equipment.

"This will not by itself necessarily guarantee US sales, but it will continue the process of improving American access to the Soviet market that we began last year," says Secretary Baldridge.

The secretary says all of these projects will be compatible with US and multinational technology transfer controls. The Soviets are expected to ease regulations which currently prohibit US companies from engaging in joint ventures with state-controlled enterprises.

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Grace Finds Trichloroethane Has Contaminated Two Wells

W.R. Grace & Co. told the Maryland health department last week that a routine inspection of its Columbia, Md., research laboratory revealed amounts of trichloroethane in excess of Federal environmental standards.

Grace said the tests showed that TCE equaled 50 to 380 parts per billion in two of 13 wells at the facility. Environmental Protection Agency says amounts exceeding 5 parts of TCE per billion are unsafe.

The source of the contamination has not been determined yet, although the company and state and county health officials are investigating.

TCE is a cleaning agent primarily used to remove grease from machinery and is one of the more common pollutants found in US waters.

The source of the contamination has not been determined yet, although the company and state and county health officials are investigating.

A Grace official said the Columbia wells were free of the chemical when they were checked in September. The wells are tested twice annually for certain contaminants, and weekly or daily for others.

Local health officials are testing the well water of houses in a surrounding residential

area. An initial study of the wells at the research laboratory and the surrounding area indicated that widespread contamination is unlikely because a third well located downstream from the polluted wells showed no traces of TCE.

According to a spokesman for the Maryland Office of Environmental Programs, the state may order Grace to conduct a full environmental inspection of the Columbia facility. The laboratory is the company's headquarters for engineering, biomedical and biotechnical research.

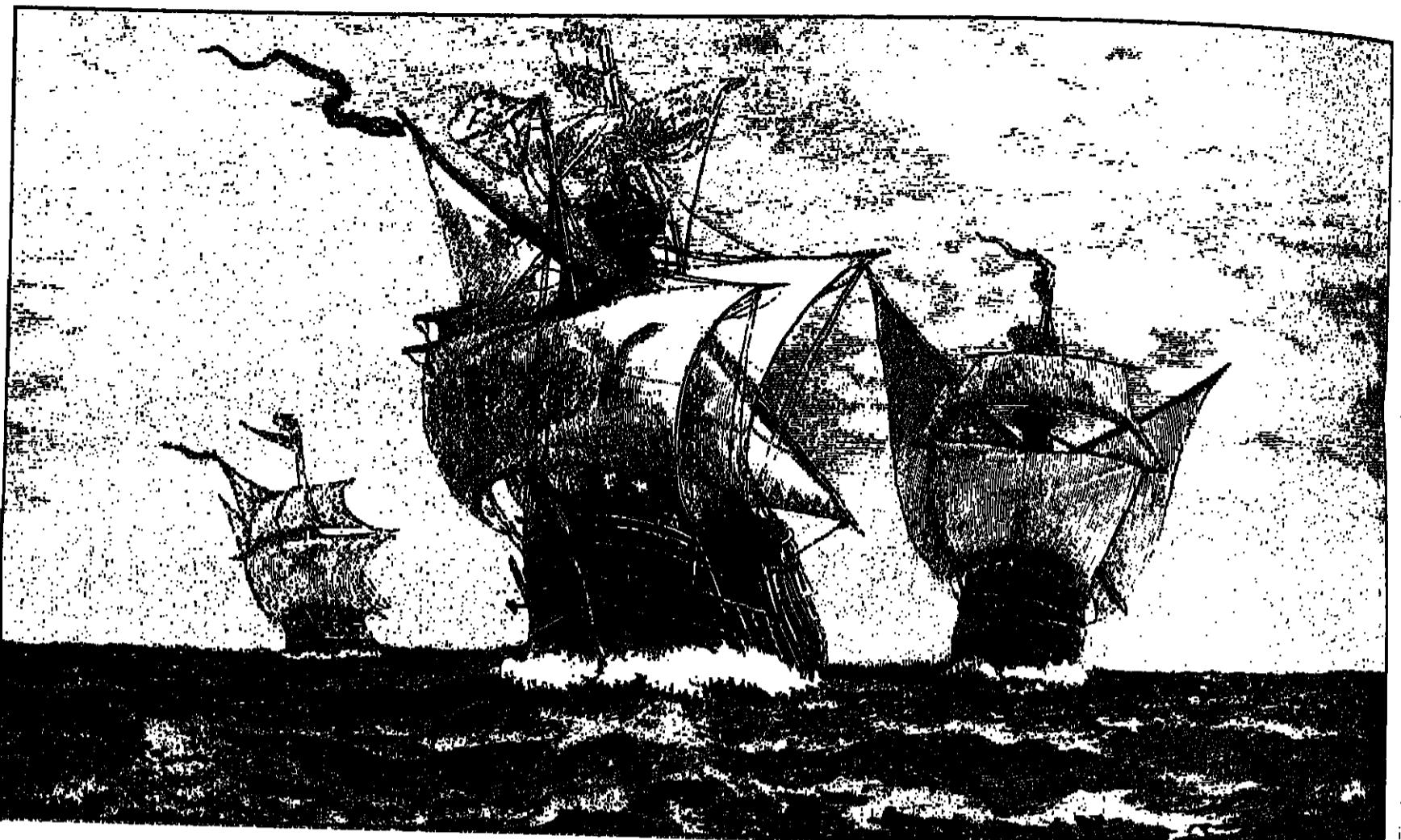
The facility is licensed by the state to store hazardous substances, including TCE.

Chevron Doubling

Chevron Chemical Company announced last week that it plans to more than double the capacity of its normal alpha olefin plant at Cedar Bayou, Tex. The company says it will build a 300-million-pound-per-year facility to be brought on stream in 1989. The unit will be designed to be expandable to 600 million pounds per year.

Continued on Page 15

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Other Z-Amino Acids
Ambloc™ t-BOC-Proline
Other t-BOC-Amino Acids
N-Benzoyl DL-Valine
N-Benzoyl L-Valine
L-Aspartic Acid, β -Benzyl Ester

L-Tyrosine Benzyl Ester
p-Toluenesulfonate
Benzyl Chloroformate
p-Nitrobenzyl Chloroformate
Trichloroethyl Chloroformate
Isobutyl Chloroformate
Secondary-butyl Chloroformate
Ethyl Chloroformate
Pivaloyl Chloride

Carbonyl Diimidazole
Diisopropylethylamine
N-(Benzylloxycarbonyloxy)succinimide
Amino Acid NCA's (N-Carboxyanhydrides)
Dipeptides



News Capsule

Gulf Resources Bid

Gulf Resources & Chemical Corporation dropped its bid for Imperial Continental Gas Association last week after UK authorities said the proposed acquisition would be subject to regulatory review and could take up to five months. The company is said to be considering a related bid, among other options.

Meritor Application

Food & Drug Administration has approved Meritor Laboratories Inc.'s new drug application (NDA) supplement for 90 mg. and 120 mg. "Cardizem" angina tablets. The company plans to introduce new dosage forms in the first quarter next year. The drug is currently available in 10 mg. and 60 mg. tablets.

Imax Consolidates

Imax Inc. says it will consolidate all its research and development activities at its research laboratory in Golden, Colo. The merger will begin immediately and will involve the gradual movement of research programs currently being carried out at the Ann Arbor, Mich., research laboratory.

PMA Expands Program

Pharmaceutical Manufacturers Association will expand its communications efforts to help the pharmaceutical industry increase public understanding of its products, services and contributions to healthcare, the trade group says.

TVA Cuts Work Force

Emmett Valley Authority plans to reduce fertilizer plant operating force at Etowah, Ala., by about 50 workers. The agency is asking for volunteers for early retirement. "The distressed fertilizer market is forcing us to make these cuts," TVA says.

Phibro Plans Investment

Phibro Energy is reportedly negotiating an agreement to become a joint venture partner with Petroquimica Austral Argentina in a methanol project at Rio Grande, Terra del Fuego. Phibro Energy, part of Salomon Inc. in New York, trades in various petrochemicals, including ethanol.

Gas Recovery

Production and sale of gas began November 21 at the first landfill gas recovery facility in Texas, it was announced by EG&G Energy Inc. The processed methane gas, which is the principal component of land gas, is being sold to the Houston Gas Co., a subsidiary of Enron Inc. The gas processed at the plant will meet the annual energy needs of 18,000 households in the Houston area.

Harshaw/Filtrol Acquires

The Harshaw/Filtrol Partnership of Cleveland, Ohio, says it has acquired a line of metal finishing chemical products, formulas and trade names from MacDermid of Bristol, Inc. of Plymouth, Conn. for an undisclosed price. The MacDermid of Bristol products acquired include specialized surface preparation chemicals for the metal finishing industry and will be manufactured, warehoused and sold from an existing facility in Plymouth, Conn. Harshaw/Filtrol says it will employ some 200 technical personnel previously associated with MacDermid of Bristol.

Ogden Acquires

Ogden Corporation says that a newly formed subsidiary Ogden Environmental Services, Inc., has acquired the proprietary rights to a gas combustion technology owned by GA Technologies, Inc., of La Jolla, Calif. According to Ogden, this technology incinerates non-radioactive hazardous waste. It has received the first permit issued to private industry by the Environmental Protection Agency under the Toxic Substance Control Act, covering the incineration of PCB's on a nationwide basis.

The agreement calls for two experiments each year in the shuttle orbiter middeck over a 10-year period, two experiments a year in the cargo bay during the first three years of the agreement, and six experiments a year in the cargo bay from the fourth through the ninth year of the agreement.



Armand Hammer

Occidental To Sell Business to Henkel

Occidental Petroleum Corporation has signed a definitive agreement to sell to Henkel Corporation the specialty chemicals business Oxy acquired through the purchase in September of Diamond Shamrock Chemicals Company. Financial terms of the sale to Henkel have not been disclosed.

Completion of the transaction, which is subject to regulatory approval, is expected early next year.

Armand Hammer, chairman and chief executive of Occidental, said the sale to Henkel is part of Oxy's previously-announced program to dispose of assets acquired from Diamond Shamrock that do not fit with the long-term strategy of its chemical business.

In addition to the specialty chemical business, Occidental expects to sell a co-generation facility in Texas, which it would then lease back.

Occidental will continue to evaluate other parts of Diamond Shamrock "to see what doesn't fit," the company said last week.

Dieter H. Ambros, chairman of Henkel, said the specialty chemicals business makes an "ideal fit" with his company, saying it will "significantly strengthen the present \$288 million annual sales of Henkel Corporation,

the US operation of Henkel KGaA, by providing a broad marketing and service organization to accelerate the transfer of Henkel's European-based expertise in applied chemistry into the US."

The specialty chemicals business, based in Morristown, N.J., supplies products to the pulp and paper, textile, paint and coatings, leather, construction and agriculture industries. The business has worldwide sales of approximately \$160 million.

The operations consist of five manufacturing plants in the US and foreign operations in Canada, the UK, Norway, France, Spain, Taiwan, Australia, Japan, Italy, Mexico and Colombia. The business has approximately 1,100 employees worldwide, with 750 located in the US.

Henkel's parent company, based in Dusseldorf, West Germany, is a multinational producer of consumer products and specialty chemicals, with sales in excess of \$4 billion.

OxyChem, the chemicals operations of Occidental, produces industrial and specialty chemicals, plastics and resins, and agricultural products. OxyChem operates more than 50 manufacturing plants with more than 12,000 employees, and has annual sales in excess of \$2 billion.

'Contac' Makes Comeback

SmithKline Beckman Corporation's "Contac" cold medication more than regained its market share after a five-month absence from retail shelves, the company said last week.

Disclosing results of a survey conducted by A.C. Nielsen Company, SmithKline Beckman said "Contac" accounted for approximately 11.8 percent of the US cold medicine market in September and October, compared to 8.7 percent before the product was withdrawn from the market in March because of tampering. The product was reintroduced in August.

Mr. Sella said that as a result of extensive restructuring of the company, approximately 75 percent of operating earnings in 1988 will come from the company's agricultural and medical operations.

Operating earnings of the medical segment are expected to be approximately \$175 million, up 23 percent from \$145 million last year, while worldwide sales are expected to increase 23 percent from \$1.167 billion to \$1.437 billion.

Ampacet Europe Starts Up Belgian Plastics Additives Plant

Ampacet Europe has formally put on stream a new plastics color and additive production plant at Messancy in Southern Belgium.

When the new facility is fully operational, (in January, 1987) it will have the capacity to produce 20,000 tons of product a year and room for expansion to 30,000 tons. To date Ampacet has spent \$17 million to build the new facility. Construction started eighteen months ago.

According to David Weil, president of Ampacet, the company already has 65,000 tons of capacity at three plants in the US specializing in polyolefins and some engineering resins. In addition to the new plant in Europe, Ampacet is planning to construct a new plant in Ontario, Canada next year.

Mr. Weil says that manufacturing requirements in Europe are somewhat more demanding than is normal in the US, and that the experience gained at Messancy will be used to upgrade the company's North American manufacturing techniques.

He predicted that during the next three years Ampacet will double its worldwide sales.

Explaining the decision to build a production unit in Europe, Mr. Weil noted that Ampacet has been serving the market there for twenty-five years, through a network of exclusive distributors. He cited the disruptive

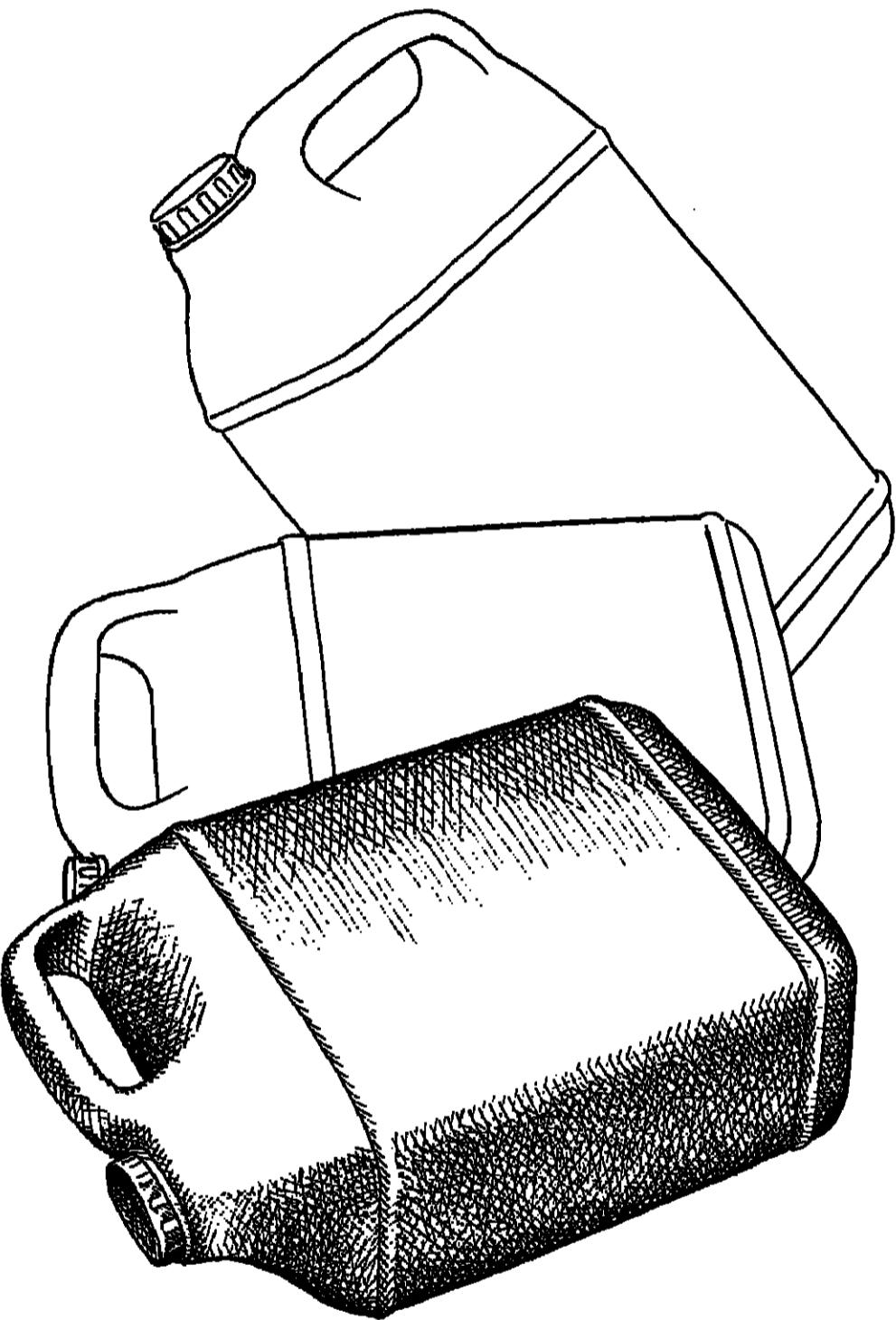
December 15, 1986

CHEMICAL MARKETING REPORTER

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OILS, FATS & WAXES

Palm Oil Pricing Suffers From Lack of Consumer Interest

Palm oil pricing is slipping as Malaysian producers are beginning to respond to the slackened interest seen in the world market. Despite the weakened price, consumers are continuing to buy out of the palm oil market.

From late October through the first days of December, RBD palm oil prices mostly traded between 16 and 16 1/2 cents per pound, deviating from this range. For most two weeks, though, palm's position noticeably faltered, undermining the stability in that market for the previous six weeks.

Initial rise in palm oil pricing was said to be the result of speculation that India would be needing large quantities of palm oil, presumably palm. Instead, importers took soybean and rapeseed oil instead, and bought palm only irregularly.

India's activity is thought to be the reason for the current decline in price. It is said to be trying to re-sell some of its stable oil stocks to the world market. It is overbought on soybean and rapeseed oil. Numerous sources report that India is not seeking buyers for these oils.

SEASIDE THREATENED
"They're threatening to re-sell palm oil as occasionally do," says an industry source. What is clear, though, is that India is the largest world buyer of palm oil. It has not made any purchases in recent days, signaling the Malaysians that they should make a move to boost sales.

Malaysian producers are seeing US buyers have also cut palm oil imports. Since the latest price rise in October, US oil consumers have shied away from palm, to the point where many companies were reselling their forward palm oil positions and filling their oil needs with less expensive domestic soybean oil.

Palm oil stocks in the US at the beginning of November totalled 56.8 million pounds, down from the figure one month before of 71 million pounds.

The present fall in price has not yet induced US consumers to come back into the palm oil market, according to industry sources. "People who sold off old positions two weeks ago are not ready to buy new yet," says a trader.

Referring to the "holiday doldrums," sources say that vegetable oil buyers are not yet apparently satisfied with their current supply levels.

Market players are not expecting the price

FRIDAY SPOT PRICES

MARKET CLOSE DEC. 12, 1986

RAFID VEGETABLE OILS

Coconut oil, NY	lb. .21
Coconut oil, Pacific	lb. .21
Coconut oil, Midwest	lb. .214
Coconut oil, Valley	lb. .18
Coconut oil, Minneapolis	lb. .25
Coconut oil, Southeast (restricted)	lb. .16
Coconut oil, Oceanic	lb. .27
Coconut oil, NY	lb. .1413

RAED VEGETABLE OILS

Coconut oil, L.A., NY	lb. .28
Coconut oil, jumbo tanks	lb. .30
Coconut oil, jumbo tanks, NY	lb. .28
Coconut oil, jumbo tanks, NY	lb. .28
Coconut oil, NY	lb. .1900

RAHMS

Coconut, 14% bulk, Memphis	ton \$160
Coconut, extracted, 34% bulk, Fargo	ton \$110
Peanut, 55% bulk, SE, Alabama	ton \$180
Peanut, pressed, 44% bulk, Decatur	ton \$147.10

FATS & GREASES

Coconut, white, choice, tanks, divd., NY	lb. .13
Coconut, white, choice, tanks, divd., NY	lb. .114
Coconut, white, choice, tanks, divd., NY	lb. .14
Coconut, white, choice, tanks, divd., NY	lb. .144

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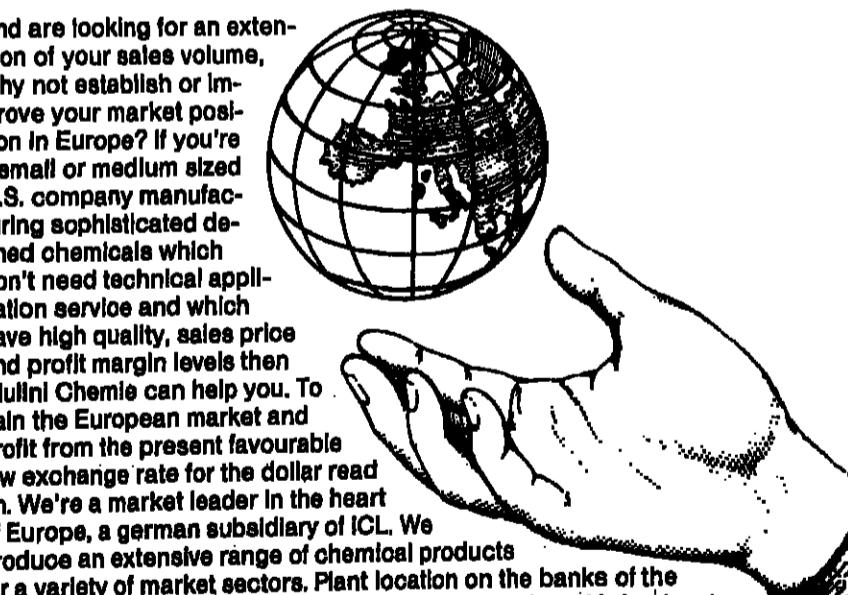
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OILS, FATS & WAXES

condition not expected to improve in the near future.

RAPESEED OIL — The price of this oil is quoted at 52 1/4c. to 56 1/4c. per pound, in drums, with one dealer suggesting a stronger price range of 54 1/4c. to 58 1/4c. per pound. Business is said to be brisk on both high and low erucic acid varieties. Domestically, "Business is good, people are buying it — our business is growing," says an industry source.

Dealers in the US are continuing to complain about the inexpensive, low-quality rapeseed oil of varying acid content seen here and in Europe. "We are still shipping material to Europe," says a source, "but that cheap material is playing havoc with the European market."

North American high erucic acid rapeseed oil is said to be running at acid content levels of 50 percent to 54 percent. The low erucic material, meanwhile, is said to be growing in

popularity, largely as a result of the move by vegetable oilers. "Interest in [high erucic acid rapeseed oil] is growing rapidly," says a source. "Procter & Gamble did nothing but help its implementation in the US," says a source.

TUNG OIL — The price of imported oil in New York is quoted between 31c. and 33c. per pound, in tanks. The market for oil is described as steady, with demand at normal levels. "The market is very healthy," says an industry source. No change is expected in the market until next month when higher prices tend to be seen, says a source, who notes that rumors of a short supply should be confirmed or proved wrong at the time.

FISH OILS

MENHADEN OIL — The price of menhaden oil is quoted at 12c. per pound on the Atlantic Coast for crude material in tanks. The price at Gulf ports is quoted at 13c. per pound, same basis.

Supplies are said to be holding up, despite the fact that production season in the US has ended. "Producers inventoried enough oil to meet demand," says an industry source, who notes that demand is "fairly good" at present.

There is said to be very little European interest in US menhaden oil because large purchases recently made from Japan have made an aggressive move downward in price, says a source, allowing them to sell heavily to European buyers.

Limited inventories have temporarily slowed sales from Japan, though, with recent sales to Europe expected to be the last for a while. "The Japanese have just about taken themselves out of the market — their offers are few and far between," says a source, who notes that tight supplies will probably lead Japan to raise prices as they begin selling again.

Color Additives Okayed by FDA

Food & Drug Administration has issued a final rule, effective January 1, permanently listing color additives Red 8 and 9 for use in coloring ingested drugs and cosmetic lip products, as well as externally applied drugs and cosmetics.

The agency says it concluded these two colors are safe. The action marks the first time FDA has applied the *de minimis* policy to an ingested use of a color additive.

Earlier, the agency permanently listed Yellow 6 for use in foods, drugs and cosmetics. Because the color may cause an allergic reaction in a small segment of the population, foods and drugs which are administered orally or nasally must declare the presence of Yellow 6 on their labels.

The agency said there are no reported reactions to the chemical from external application.

Reds 8 and 9 may be used in externally applied cosmetics in amounts consistent with good manufacturing practices. In ingested cosmetic lip products, the colors may be used in concentrations up to 0.1 percent by weight of the finished product.

Cosmetics, Toiletry & Fragrance Association, the petitioner for the color, had requested that lip products be allowed to contain the colors in a 2 percent concentration.

Shintech's K-Bin

Continued from Page 3

sents, "the first step in Shintech's planned diversification in the US, building on Shintech's success in producing and marketing high-purity PVC resins."

"The new K-bin plant will produce 10 million pounds of PVC compounds per year initially, and has been designed to allow for substantial expansion," Kanagawa states. Based in Freeport, Tex., the facility will produce compounds using technology drawn from Shintech's parent company in Japan, Shin-Etsu Chemical Company Ltd. The company says that Shintech's strength in polymer science should give K-bin "an unmatched ability to provide profitable technical assistance to its customers."

Joseph L. Brawner, president of K-bin, previously served as director of Manufacturing for Shintech's Freeport PVC plant.

For more information on Shintech's K-bin, contact us for more information on Grace's no-comparison nitroparaffins or call us for a copy of our capabilities brochure at 1-800-GRACE NP.

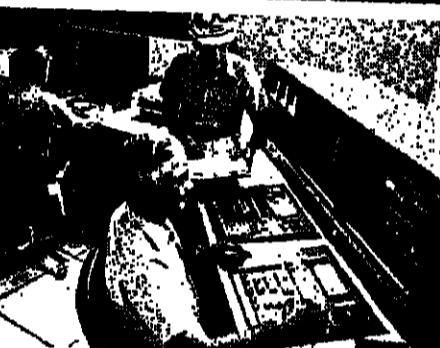
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AROMATIC ORGANICS

Maleic Balance

Continued from Page 3

It is noted that a locust outbreak in 1985 temporarily pushed up demand for the herbicidal application. One producer notes that some specialty areas have shown a fairly strong growth rate.

With the overall market expected to be fairly snug for the balance of the decade, producers who have not announced expansion plans say they are well aware of the situation.

"Our plant is expandable," says an Ash-

PRICES TRENDLINES

WEEK ENDING DEC. 12, 1986

CHANGES/UP

None

CHANGES/DOWN

None

AROMATICS INDEX

The Aromatic Organics Index reflects the prices of 14 representative materials in this sector and the quantity of each produced in 1985.

Dec. 12, 1986	167.84
Dec. 5, 1986	167.84
Nov. 14, 1986	167.84
Dec. 13, 1985	167.84

Chemical Prices Start on Page 36

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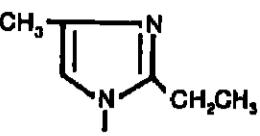
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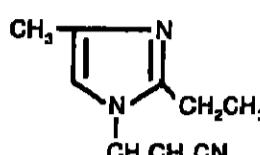
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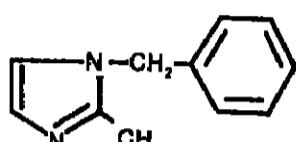
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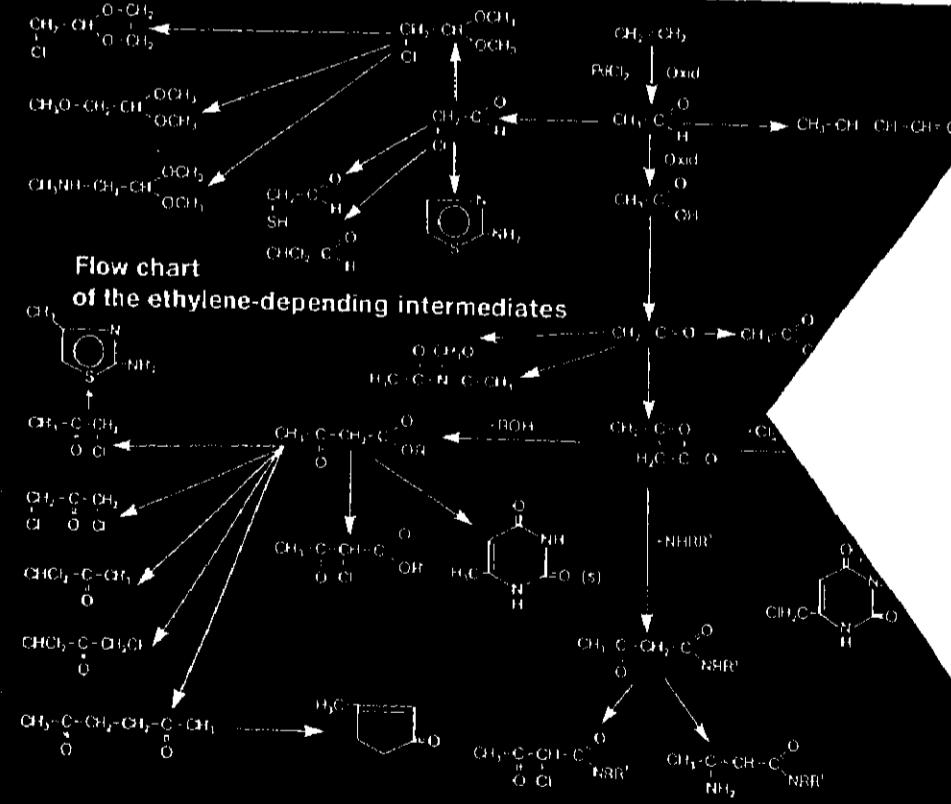
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AROMATICS

held course last week, as the price reached the \$1.00-per-gallon-level. Market sources point to production outages in recent months and strong styrene demand as prime factors in the market.

It is noted that Shell has resumed normal operations at its Deer Park facility which experienced a mechanical problem around the end of November.

A trader attributes Shell's need to buy substantial amounts of material in recent weeks in part to its supply arrangement with Huntsman Chemical Corporation. It is said that Shell had been storing up benzene for several months prior to the final settlement of Huntsman's acquisition of American Hoechst's styrene business in March. "It has come to light this month," says the source, that Shell "has worked off their cushion."

The spot toluene market was quoted last week at 89c. per gallon, unchanged from the week before. Spot xylylene was said to be holding fairly steady between 78c. and 80c. per gallon.

Orthoxylene spot pricing was quoted last week at 18 1/4c. per pound, a price that has stabilized in recent weeks after a firming trend. There is some tightness in the market, says one producer.

The paraxylene spot market was quoted last week at 18 1/4c. per pound. Downward pressure on pricing in recent months has been related to the startup of two Japanese facilities, one last month and the other next April. "Contract posturing for '87 has excluded some US producers," says one, and it is noted that one major producer has proposed a 17 1/4c. per pound price for the first quarter. Contract pricing this quarter has been 18c. per pound.

CUMENE — Producers have reported higher pricing this month in response to rising benzene costs. Last month's pricing was reported between 14 1/4c. to 14 1/2c. per pound. One producer said pricing for the first half of December was 15c. per pound, and for the

second half of the month will be 15 1/4c. per pound.

Another producer reported a final price of 15.20c. per pound, and said that is expected to face some competitive pressure at that level. A third supplier observed a range of pricing the first half of the month between 15c. and 15 1/4c. per pound.

Cumene producers observe that they have encountered a surge in European demand in recent months. According to a review of Census figures, total US exports for the three-month period ending November were 90 million pounds, while the total for 1985 combined with the first seven months of 1986 was 57 million pounds.

CYCLOHEXANE — In accordance with the industry-wide pricing formula, the 1c.-per-gallon mid-month benzene contract price hike translates into a 4.125c.-per-gallon increase in cyclohexane pricing to a level of \$1.09150 for most producers. At least one producer's posting is 1c. per gallon lower.

NAPHTHALENE SULFONIC ACID — American Hoechst Corporation says it will raise the price of its "Coupler 1" 1,3-dihydroxy-naphthalene-6-sulfonic acid sodium salt by \$1.00 per pound, effective January 1.

The new price will be \$8.75 per pound, f.o.b. warehouse, up from \$8.75 per pound. The company attributes the increase primarily to higher raw material costs. The product is said to be used principally in the graphics industry.

PHENOL — BTL Specialty Resins Corporation says it is making an adjustment in January 1 price increase. As previously announced, selling prices were to move up 1c. per pound, less a 1c. per pound temporary voluntary allowance (TVA).

BTL now says its price increase will be 1c. per pound less a 1c.-per-pound TVA. The company attributes the adjustment to higher benzene costs.

STYRENE — Dow Chemical USA says it is restructuring its styrene monomer price. List pricing changes from 26c. per pound to 30c. per pound with a 4c. per pound temporary voluntary allowance. The new price is effective January 1.

Oil Fee Urged

Continued from Page 7

FDA said not all of these types of drugs contain sulfites as preservatives, and relatively few oral drug preparations are preserved with them. Sulfites are not present in metered-dose inhalation preparations.

The incidence of reactions to sulfites is not known, according to FDA, but in 1981 reports of hypersensitivity to sulfites in drugs began to appear in medical literature. Since that time, in addition to the literature reports, FDA said it has received more than 40 reports of possible sulfite reactions that may have been associated with the use of prescription drugs.

Although no serious problems have been reported with non-prescription drugs preserved with sulfites, manufacturers have initiated a voluntary program to list such inactive ingredients on product labels.

Nearly all injectable epinephrine preparations used in treating severe allergic reactions contain sulfites. Because a delay in the administration of epinephrine might be dangerous, the sulfite warning statement for the drug has been modified to reflect this.

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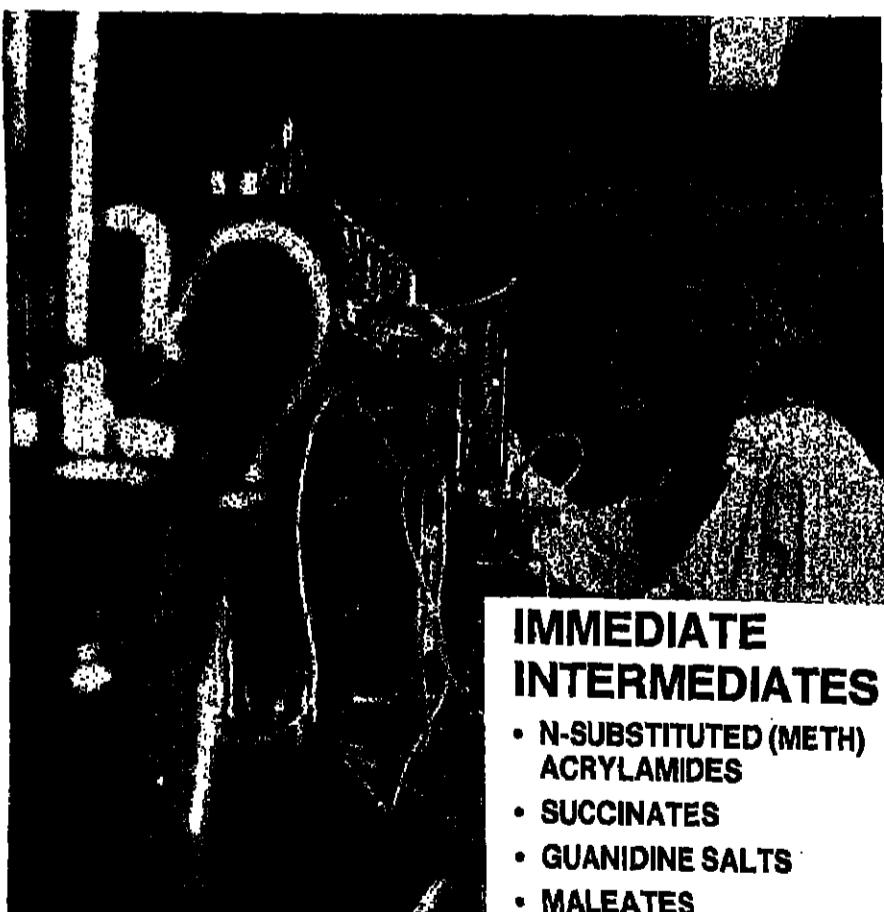
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Chemical Finance

Allied-Signal Selling Businesses

Allied-Signal, Inc. wants to sell seven operating units with total sales of about \$1.5 billion, and comprising the majority of the businesses in its electronics and instrumentation sector. The businesses to be sold are: Ampex Corporation, Amphenol Products Linotype Group and the engineered components group businesses, including MPS Corporation, Neptune International Corporation, Revere Corporation and Sigma Instruments, Inc. Allied-Signal expects to complete the sale of all of the operations by mid-1987.

Morgan Stanley & Co. has been retained to assist with the sale of the Linotype Group, Lazar Freres & Co. with Amphenol Products, and First Boston Corporation with Ampex Corporation and the engineered components group.

Edward L. Hennessy, Jr., Allied-Signal's chairman and chief executive officer, says the company has decided to sharpen its focus on its three main businesses: aerospace, automotive and engineered materials, including the electronics capabilities in these core areas.

BASF Slates '87 Spending

In line with a five-year \$1 billion capital expenditure program, BASF Corporation expects to invest \$240 million in 1987, up from \$230 million this year. Major '87 projects include plants for the production of specialty amines and polytetrahydrofuran, as well as an expansion of tetrahydrofuran capacities, all underway at Geismar, La. (CMR, 11/86, pg. 9). About 50 percent of the 1987 capital spending will be devoted to cost and efficiency improvements.

The company has completed several projects in 1986, including a doubling of acrylic acid capacity at Freeport, Tex., an expansion in butanediol capacity at Geismar and opening of a new agricultural research center near Raleigh, N.C. The company's sales in 1986 are expected to total \$3.5 billion and overall corporate sales in North America, including Wintershall and Canadian chemical operations, should top \$3.9 billion, the company says.

Asarco to Purchase Kennecott Subsidiary

Asarco Incorporated, New York, has reached an agreement with Kennecott Corporation to purchase the Missouri assets of Kennecott's Ozark Lead Company Division. Kennecott is a wholly-owned subsidiary of Standard Oil Company.

Ozark Lead, located in Southeastern Missouri, comprises a lead mine and concentrator with an annual capacity to produce approximately 100,000 tons of lead and 3,000 tons of zinc in concentrates.

The mine has ore reserves of 23 million tons, with average grades of 5.3 percent lead and 0.5 percent zinc. These reserves are sufficient to support production at capacity for 15 years.

Union Carbide Tender Offer Succeeds

Union Carbide Corporation has received, through a successful tender offer, all the necessary consents to proposed amendments to the indenture to certain senior securities issued during its defense against an attempted acquisition by GAF Corporation.

Carbide said that it has received tenders (including guaranteed deliveries) of approximately 96 percent of the aggregate principal amount of its 13 1/4 percent senior notes due 1993, 14 1/4 percent senior notes due 1998 and 15 percent senior debentures due 2000, pursuant to its offers to purchase all of such securities.

The amendments restore to Union Carbide most of the financial flexibility it had before the debentures were issued.

Union Carbide said late in the week that it has accepted for payment all the securities that were tendered.

Exxon to Sell Reliance Electric

Exxon Corporation has entered into a letter of intent to sell Reliance Electric Company and other companies managed by Reliance to a consortium comprised of the management of Reliance, Citicorp Capital Investors and Prudential-Bache Securities for \$1.35 billion. A definitive agreement is expected in late December.

Exxon estimates that the sale will result in an after-tax gain of \$275 million. Reliance, a manufacturer of motors and other electrical communications and weighing equipment, was purchased by Exxon in 1979 at a cost of \$1.236 billion.

Among the companies under Reliance's management are Gilbarco Inc., a manufacturer of pumps, measuring devices and service station dispensing equipment.

John Morley, who has been president and chief executive of Reliance since 1981, and other key personnel will remain in their positions in this leveraged buyout.

Chevron Expects \$320 Million Charge to Income

Chevron Corporation, San Francisco, expects to record charges of approximately \$100 million against its 1986 four-quarter net income, reflecting a decline in the value of oil and gas properties because of the worldwide steep decline in oil prices. The charges relate primarily to wells in progress where development is no longer economic under present conditions, a spokesman for the company explains.

Chemical Financial Briefs

Revlon Group Incorporated has completed the sale to Johnson & Johnson of the intraocular lens and certain related businesses of Revlon's Figitronics, Inc. subsidiary for approximately \$100 million. Biotechnics International, Inc. will seek a new collaborator to engineer *Rhizobium* bacteria for use as soybean seed inoculants when its current contract with EniChem Agricoltura SpA expires in April 1987.

The AAA-rated senior debt of five units of the Unilever Group have been placed at Standard & Poor's Corporation's CreditWatch with negative implications due to Unilever United States, Inc.'s announced friendly acquisition of Chesebrough-Pond's, Inc. for \$1.1 billion. Gulf Resources & Chemical Corporation, Boston, Mass., has terminated its \$970 million bid for Imperial Continental Gas Association, London, because the offer was referred to the British Monopolies & Mergers Commission by the Department of Trade & Industry.

Ethyl Corporation is offering \$150 million of its 8 1/2 percent debentures due December 15, 2016 at 99.55 percent of their principal amount to yield 9.42 percent. First Boston Corporation, Goldman, Sachs & Co. and Scott Stringfellow, Inc. are co-managing.

Plastics Producers

Continued from Page 5
to continue to draw down inventory. In most large-volume plastic markets, Mr. Durand says, production is currently exceeded by demand, and the average inventory levels have fallen from 35 days to 30 days. If this continues, Mr. Durand asserts, supplies of commodity plastics may tighten considerably.

The largest market for plastics in the US continues to be packaging. SPI estimates that this accounts for 27 percent of all plastics sales. The fastest growing market segment, however, is building and construction, which currently comprises 21 percent of the market.

The growth, attributed to increased sales of pipe and conduit, plumbing fixtures, siding, windows, doors and insulation, may outstrip that of packaging in the future, although it will depend on the health of the construction industry and the effectiveness with which plastics producers face environmental efficiency and product liability issues.

Another striking growth area is reselling of compounding, grouped by SPI into "other domestic sales," demand for plastic compounds, many of which go into automotive applications, has doubled since 1978.

The brightest spots in the market this year have been polypropylene, PVC, polystyrene and HDPE, which grew 8.1 percent, 8.6 percent, 7.7 percent and 5.2 percent, respectively. Lower growth for LDPE this year is attributed to a continuing shift toward use of low-density material and a tendency toward thin-walling and downgauging in several molding applications.

EXPORTS ARE STEADY
Although the US export percentage for plastics has not changed significantly in the last 10 years, export markets were strong. Polypropylene exports reached relatively dramatic levels, over 10 percent of total sales and use. Similarly, HDPE exports grew up, at 12.6 percent of total sales. The trade deficit for PVC was reversed this year, as exports exceeded imports by 1.5 percent.

Other environmental issues will continue to affect the plastics industry, and future success will depend on producers' effectiveness in communicating with government agencies and environmental groups.

According to Charles O'Connell, president of SPI, a more open constructive link must be forged with traditional "adversaries." In the area of solid waste management, SPI expects to see a significant amount of legislation, particularly involving bottle coding, land disposal and forced recycling.

It is in conjunction with soft drink, packaging and grocery product manufacturers, all working to found COPE (Council of Packaging and the Environment) to finally deal with the solid waste issue. Little pollution, hazard communication standards and workers' right-to-know laws are other important areas, as will product safety.

Contamination and toxicity are now another area of concern, says Mr. O'Connell, especially now that New York state has voted to commence using small-scale tests to determine plastic toxicity in residential construction.

The industry, he says, must work to achieve a less strident tone, and increased cooperation with special interest groups.

Fertilizer Use

Continued from Page 5
trials, and 7 percent in solid urea. The industry of anhydrous ammonia rose 2 percent relative to October 1985.

Exports of ammonium sulfate are up 20 percent in 1986, increasing more than 100 percent over the same period of 1985, TPI says. Exports of other nitrogen products declined. Imports of nitrogen solutions were up 10 percent and imports of solid urea increased more than 100 percent.

The disappearance of processed phosphates was 8 percent in the monthly comparison and was unchanged in the year-to-date totals. Exports of diammonium phosphate (DAP) and monoammonium phosphate (MAP) into domestic markets was stronger in October 1986 than in the previous year.

Phosphate production rose 8 percent in October 1986 compared with October 1985, but dropped 3 percent for the year-to-date. Pro-

duction levels of DAP, MAP and phosphoric acid were higher in October.

The ending inventory of DAP rose 24 percent, and MAP increased 4 percent, contributing to an overall increase of 13 percent. The phosphate rock inventory was 1 percent higher than in October 1985. Small imports of phosphate rock resumed in October, giving a total of 116,000 tons in the July-October 1986 period. Exports of DAP and MAP were down, totalling 333,000 tons for the month. Concentrated superphosphate export shipments showed improvement, increasing 16 percent over the 1985 year-to-date amount.

Disappearance of potash products dropped 34 percent in October relative to the previous year, and 14 percent in the year-to-date comparison. Standard muriate showed an increase in both comparisons, however.

Production increased in both comparison periods: 34 percent for the month and 19 percent for the year-to-date. Production of granular muriate recorded large increases in both periods.

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ALIPHATIC ORGANICS

Chlorinated Solvents Hiked As Market Supply Tightens

The closure of E.I. du Pont de Nemours & Co.'s chlorinated solvents facility in Corpus Christi, Tex. last summer has sharply tightened the global supply-demand balance for perchloroethylene and carbon tetrachloride. As a result, Dow Chemical posted a 2-cent-per-pound price increase on perchloroethylene, effective December 1.

Dow's increase, however, was not fully supported by the industry. Vulcan Materials recently posted a 1-cent-per-pound price increase for perchloroethylene and pushed the effective date back to January 1. Occidental Chemical, another perch producer, also posted a penny price increase, effective December 5 for spot business and January 5 for contract customers.

In the face of these developments, Dow, the largest chlorinated solvents producer in the world, amended its perchloroethylene increase by cutting the hike to 1 cent a pound and moving the effective date back to January 1. PPG, which does not release price announcements, also posted a 1 cent price increase, sources say.

In addition to hiking perch prices, Vulcan also posted 1-cent-per-pound price increases for methylene chloride and 1,1,1 trichloroethane. Oxy and Dow have also increased prices on these two chlorinated solvents, and LCP Chemicals & Plastics joined the methylene chloride initiative. The methylene chloride increase marks the second price hike on the product since October 1. A Dow spokesman says Du Pont's Corpus Christi shutdown reduces world supply of perchloroethylene and carbon tetrachloride by 10 percent, and will drive world operating rates up to 90 percent of global capacity. It is this tightness that Dow cites in hikes perch prices.

RISING RAW MATERIAL
Another factor considered in rising perch prices, as well as methylene chloride and 1,1,1 trichloroethane, sources say, is rising raw material costs, particularly chlorine prices. Chlorine producers successfully boosted prices by \$10 per ton in July, and are asking for another \$10 on January 1.

Another major factor cited in the perch increase has been the solvent's decline in prices during 1986, brought on mainly by a flood of low-priced imports. Perchloroethylene selling prices have fallen from about 23 cents per pound in the first half of 1986 to a recent low of 17 cents, one source says.

In recent months, though, the flood of low-priced imports has slowed. The main source of low-cost imports has been Rumania, but sources say the weak US dollar has prompted a cutback of material shipped from there. Statistics show that total perch imports to the US this year have increased (160 million pounds annualized in 1986 compared to 140 million pounds last year) but most of the material shipped to the US is coming from Dow's subsidiaries in Germany, Canada, and Brazil.

This year began as a difficult year for perchloroethylene-carbon tetrachloride producers. Imports had taken a significant portion of the US market and prices were tumbling. In addition, demand for perchloroethylene in its largest end-use, dry cleaning, is on the decline. New dry cleaning equipment has greatly improved perch recycling levels while reducing emissions, causing perhaps a 6 percent to 10 percent annual decline in perch sales volume to the business.

Thus, it was a major coup for producers when Du Pont, the largest user of chlorinated solvents, announced it was shutting its Corpus Christi solvents plant in July and purchasing its chlorinated solvents in the market.

According to sources, every US maker of perch stands to benefit from Du Pont's decision, although large sales volumes haven't

ALIPHATICS

list prices are not changed, the company says.

POLYOLS — Olin Corporation has announced that it will increase its off-list price for Poly-G flexible polyols by 5c. per pound on January 1, 1987, not to exceed the current list price.

The list price for Olin's flexible polyols are decreasing by 20c. per gallon. For instance, 180-190 viscosity USP grade material is now \$2.54 per gallon.

Polyol prices for both companies are dropping by 1c. per pound. For instance, USP white material in tanks is now priced at 29 1/2c. per pound.

One producer notes that the decrease applies only to bulk and truckload shipments. In addition, he says that customers that were already paying off-list prices will drop to the new list price, not the full 20c. per gallon or 1c. per pound.

The price change was effected, says one, to reflect current market conditions. He feels that the new posted prices now reflect actual selling levels. Producers dropped prices earlier this year (CMR, 4/28/86, pg. 18) in response to declining oil prices.

One producer says that 1986 demand for mineral oil has been healthy. He cites grain de-dusting as a new and growing application for the product.

bound is allowed for industrial and USP grade material shipped from Bayonne, N.J. The bulk to drum differential is 7.5c. per pound.

WHITE MINERAL OIL — The two major producers of white mineral oil and petroleum announced price decreases on the two products earlier this month. Witco Corporation reportedly initiated the move, with Penreco following. New prices are effective December 1.

Prices on all grades of white mineral oil are decreasing by 20c. per gallon. For instance, 180-190 viscosity USP grade material is now \$2.54 per gallon.

Petroleum prices for both companies are dropping by 1c. per pound. For instance, USP white material in tanks is now priced at 29 1/2c. per pound.

One producer notes that the decrease applies only to bulk and truckload shipments. In addition, he says that customers that were already paying off-list prices will drop to the new list price, not the full 20c. per gallon or 1c. per pound.

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One producer says that 1986 demand for mineral oil has been healthy. He cites grain de-dusting as a new and growing application for the product.

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1-Bromododecane	Dodecyl Bromide
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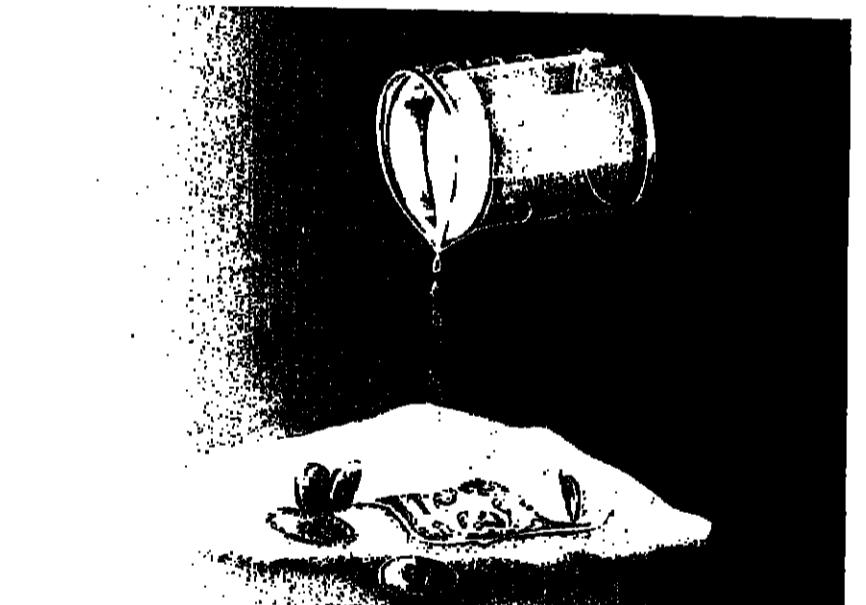
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DRUGS & FINE CHEMICALS

Beta Carotene

Continued from Page 4

dunaliella saline, grown in shallow tanks in the California desert, harvested daily and extracted with natural vegetable oil.

Experimental extractions began as early as 1982 and Microbio has been manufacturing "Provateene" since January 1985. At Kodak, optimism abounds. A spokesman says the company hopes to become a major factor adding, "this is a fairly new field and we are in it on the ground floor." The firm plans to offer beta-carotene suspensions of either 1.4 percent or 3.5 percent, in 180-kilo lots. The company hopes for large-volume contracts, mostly from packing companies where beta-carotene is used as a food additive.

No prices have been set, but they will be higher than those for the synthetic material. Although the new product will be more expensive, the Kodak spokesman feels confident that there is a market for it. "It is our belief" he says, "that the natural product has more value." He admits, however, that there is no firm evidence as yet to support this claim.

Supply of natural beta-carotene has been dependent on the availability of raw materials. Problems of supply can be caused by seasonal changes compounded by the fact that some of the materials are imported from remote areas of the world. Raw materials are mostly red palm oil and alfalfa. Occasionally, one source says, there is a good shipment of particularly carotene-rich carrot oil from Israel.

Extraction is a delicate process and it is difficult to get a stable product since beta-carotene is sensitive to heat and oxidation. Also, synthetic carotene producers claim, beta-carotene produced in this way contains a number of impurities, among them the alpha, gamma and delta isomers of carotene. However, customers in the health food market are said to prefer the isomer-containing product for its alleged curative properties.

PRICE A LIMITING FACTOR

One producer of natural beta-carotene with a yearly capacity of about 1,000 to 2,000 kilos feels pricing is a limiting factor. "We can't compete" he says. "Cost at the moment is four to five times the amount for the synthetic product." He adds, "We are only in the business as a convenience to our customers."

A spokesman for the largest producer of synthetic beta-carotene, Hoffmann-La Roche, expressed a "wait-and-see" attitude about the algae extraction plans. "The algae technology is still in the early stages" he says, expressing concern about the purity of the resulting product. He stresses his company's long-time experience with the synthetic production process and the superior purity of his product. "There is no difference between the natural and the synthetic product" he says.

At present, the base price for 30 percent suspension in vegetable oil is \$40.75 per pound. There is general agreement in the synthetic industry that current prices do not reflect increases in production costs. Prices for beta-carotene have not been raised for several years.

For the immediate future, Roche expects growth development in the area of pharmacology. Research has been encouraging, says a spokesman, supporting the use of beta-carotene as a cancer preventative and as a substitute for vitamin A. In response to these developments, Hoffmann-La Roche will launch a new tablet form early next year, tailored just for the pharmaceutical industry. And a number of manufacturers are supposed to have expressed interest.

Beta-carotene is currently used throughout the food industry as a food coloring agent, and generally the demand here is termed "stable."

There might even be some growth since, as a nature-identical color, it does not have to be listed as an artificial ingredient, a fact which makes it appealing to a growing market of consumers. "People are staying away from artificial products," says one source.

But there is general agreement in the in-

dustry that beta-carotene is about to "ascend" its function as a food coloring agent as it enters more into the nutritional supplement arena. "Beta-carotene is increasingly looked at as an additive," says a BASF spokesman, the second major producer of synthetic beta-carotene. Although only short

PRICES TRENDLINES

WEEK ENDING DEC. 12, 1986

CHANGES/UP

None

CHANGES/DOWN

None

DRUGS INDEX

The Drugs & Fine Chemicals index reflects the prices of 10 representative materials in this sector and the quantity of each produced in 1985.

Dec. 12, 1986	211.10
Dec. 5, 1986	211.16
Nov. 14, 1986	211.16
Dec. 13, 1985	211.16

Chemical Prices Start on Page 30

two years in the running, BASF is equally optimistic about their product. "For the future" he says, "we will see demand from places."

PSEUDOEPHEDRINE — Knoll Fitz Chemicals will raise prices for pseudoephedrine hydrochloride, effective January 1. New prices will be as follows: 100 kilos, \$59.50, up from \$58.50; 1,000 kilos, \$81.00; 500 kilos, \$82.00; and 100 kilos, \$84.00. There will also be an increase for the sulfate ranging from \$59.50 for 5,000 kilos to \$68.00 for 50 kilos. The price change represents an increase of about 4 percent and company blames the unfavorable exchange rate for the hike.

NIACINAMIDE — Following Lova Inc.'s lead, Degussa will raise its price for niacinamide feed grade, effective January 1987.

The new prices are as follows: 5,000 kilos and more \$6.10 per kilo, 1,000 kilos to 4,000 kilos \$6.35; 250 to 975 kilos, \$6.60; and less than 250 kilos \$6.85.

Degussa adds that orders will be accepted from contract customers for quantities equaling not more than one-twelfth of purchases made from Degussa during the past 12 months. Orders must be placed prior to December 31, 1986 and for immediate delivery.

SODIUM ERYTHORBATE — As previously reported, Pfizer Inc. increased price for sodium erythorbate to \$2.75 per pound, up from \$2.60 per pound.

This price increase represents the first in four years, and a spokesman for the company terms the increase modest. He referred to the sodium erythorbate market as a "slow growth market" with only small increases every year. He foresees no further increases in the near future and feels the market situation can bear the increase.

One industry source expects Pfizer's only competitor, Fujisawa of Japan, represented in the US by PMP, Fermentation, to follow suit. PMP could not be reached for comment.

One supplier of the product describes the demand for sodium erythorbate as "good." He foresees no immediate shortages. "It's a closed market" he says, "and there are only two actors," referring to Pfizer and Fujisawa. "The increase will fly."

Used in the meat industry as an antioxidant, sodium erythorbate's growth potential is primarily linked to increases in the demand for meat. There is a small application



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for the product as an oxygen scavenger in the oil fields.

Furthermore, the recent ban on bisulfites for salad bars may create a new market. Although more expensive than bisulfite, sodium erythorbate in combination with citric acid, can be used for food preservation. Sodium erythorbate, a stereo isomer of vitamin C, represents a lower-cost alternative for vitamin C and can be used whenever vitamin labeling is not required.

WHEAT GERM OIL — Importers of wheat germ oil blame the exchange rate, especially the falling dollar against the German mark, as one puts it, for "a horrible year." "It made us non-competitive" says one source who imports 100 percent pure wheat germ oil from Germany. For the time being, he considers himself "out of the market," predicting no major changes for the coming year.

In contrast, a small domestic producer says, "Right now we are very busy; the market is pretty favorable for us." The company supplies the mink industry with wheat germ oil, where it is used as a source for vitamin E. Mink business is seasonal.

In addition, exports to Europe and the Orient benefit from the changes in the exchange rate. Overall, the source says, export prices fluctuate. "We will price our product for the going price that day," he adds.

Viobin, the nation's largest producer of wheat germ oil reports a "flat" market with prices stable at about \$15 per gallon for cold

pressed product, depending on quality's desired. A spokesman predicts about 5 percent growth for the coming year.

Toxic Dumps

Continued from Page 5
beauty aids that are manufactured and imported by independent retailers rather than authorized US importers and distributors.

Known as parallel imports, these goods generally banned under US trade law.

However, under a 50-year Customs Service policy, such imports are allowed if the foreign and US trademarks are owned by the same company or by a parent and its subsidiary or if the US trademark owner is authorized placing the mark on the product.

In 1984, the rules were challenged by a coalition of companies in the fragrance and cosmetics industry, led by Charles de Ritz.

Sliding with the coalition, the appealed ruled that the Customs Service rules violated the Tariff Act of 1930 and subsequent amendments, which gave an "absolute, unqualified property right upon American companies that own registered trademarks."

The Federal government appealed the ruling along with discount marketers, arguing that it would "result in a serious disruption of established business practices and commercial expectations."

Retailers are able to sell imports at discount prices by purchasing them overseas at world price, while the US trademark owners pay higher prices demanded by manufacturers.

Waste Generators

Continued from Page 5
going onto their remaining land disposal capacity in order to ensure that they can handle waste residuals from their own rapidly growing treatment business, he said.

According to Mr. Back, this expected capacity shortage is a by-product of the Hazardous and Solid Waste Amendments (HSWA)

which was enacted by Congress in 1984 in order to establish more stringent waste disposal requirements. The firms surveyed are asked to comment on their operations for their first full year under the new rules.

Capital expenditures are predicted to rise 9 percent overall. An unusually high 18 percent will go to environmental controls, including air and water quality control and solid waste management. Only 24 percent will be put back into new capacity, a low proportion that reflects the lack of need for expansion of many products.

Manufacturers expect an 82.3 percent capacity utilization rate which would be the highest in seven years, 82.9 percent in 1979.

10 percent. Employment is forecast to remain the same.

Companies predict moderate increases in costs, with raw material prices advancing 1 percent while fuel and electric energy hold even. Construction costs, which increased 10-12 percent annually a few years ago, are expected to go up only 3 percent.

The industry believes further progress will be made in trade and predicts a 4 percent rise in exports. Commerce Department predicts a 2 percent increase in chemical imports, resulting in a 8 percent increase over the trade surplus of 1986.

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Ampacet Europe

Continued from Page 9
market its product through its distributor network.

International marketing manager Daniel Gilray estimates the European market for Ampacet's range of products at 200,000 tons a year. The company, he says, should be able to take "11 percent going up to 16 percent" of that total.

The primary market for the company's additives is blown and cast polyethylene film, and is growing at 5 to 8 percent in Europe, according to Mr. Gilray.

The next largest is detergent and bleach product additives, which Mr. Gilray says, is growing at 3 to 5 percent.

Other major market areas are in extrusion castings said to be growing at 5 percent and polypropylene fibers and injection molding pipe.

As major competitors, Mr. Gilray cites Schulman, Ciba-Geigy, Cabot and Hoechst.

The company's line of products includes color concentrates, degradables, flame retardants, foaming agents, ultraviolet absorbers, antistatic agents, slip additives, antioxidants, antblocking agents and multifunctional concentrates.

NIH Probing Argentine Test

National Institutes of Health has launched an inquiry to determine whether Federal guidelines were violated last summer when a biomedical research laboratory field-tested a genetically altered rabies vaccine in Argentina.

NIH official Dr. Bernard Talbot says he wants to know whether the Wistar Institute of Philadelphia used Federal funds to conduct the tests in Argentina.

The use of such money would be a violation of the guidelines. However, Wistar officials say Federal grants were not used to fund the experiments and maintain the field tests were legal.

The tests, which involved the inoculation of 20 cows with the genetically engineered rabies vaccine, were conducted without the consent of either the Argentine or US government.

After learning of the tests in September, the Argentine government criticized the exercise as "a violation of ethical principles."

In the US, Federal officials and some biotechnology company executives said the experiment raised questions about the adequacy of the Reagan Administration's program for regulating the biotechnology industry.

The Wistar officials say the tests, which were carried out in conjunction with the Pan American Health Organization, were legal because Argentina has no rules for field-testing genetically altered, living microbes, and the US regulations did not apply.

"We want to know how this field test was paid for," says Dr. Talbot. "If NIH gave Wistar a grant specifically for this field test and we did not know about it, then they are apparently in violation of the guidelines, but if the money they received from us was used only to develop the vaccine, then they would not be in violation," he says.

Wistar, the nation's oldest biomedical research institution, has received about \$1.4 million from NIH since 1984 to develop new rabies vaccines. The vaccine tested in Argentina was developed by adding a single gene from the rabies virus to the cowpox

virus, which has been used for more than 200 years as a smallpox vaccine.

Before using gene-altered viruses, the US, firms receiving Federal grants first get approval from a panel of scientists. Dr. Talbot says the rules also apply to experiments conducted in foreign countries and experiments are "supported" by grants.

Air Separation Unit Slated in California

UGI Corp. says that its American subsidiary has awarded an \$11 million contract to Ansutech Inc. for construction of a 10-ton-per-day air separation plant in northern California.

Ansutech will build the facility for Air Gas Industrial Gases in the Laguna Woods Park near Elk Grove in Sacramento County, which is zoned for semiconductor industry development. The plant is scheduled to begin operation early in the second quarter of 1987.

The facility will produce liquid nitrogen, oxygen and argon which are used in petrochemical, steel, welding, medical and laboratory applications. In addition, it will produce ultra-high-purity nitrogen to serve the electronics industry in northern California and provide cylinder gases to American Gas' distribution through its chain of Webber's retail stores in the state.

Under the contract, Valley Pipe has Ansutech is responsible for turnkey construction of the plant, including engineering, design, installation and start-up. Ansutech is a joint venture of AmeriGas and Nippon Sanso K.K., Japan's largest industrial gas firm.

Doctors See Drug Samples As Help in Lowering Costs

Pharmaceutical samples given to physicians by manufacturers play an important direct therapeutic role, according to a recent poll conducted for the Pharmaceutical Manufacturers Association.

The poll also showed that physicians' use of samples appear to be fairly restrained, and physicians would overwhelmingly reject an alternative system using coupons instead of samples.

"Physician Attitudes Toward Complimentary Drug Samples" reports data from a survey of 804 physicians on their use of complimentary drug samples provided by pharmaceutical companies. Developed and conducted by National Analysts, a division of Price-Waterhouse & Coopers & Lybrand, the interview was based on a structured questionnaire.

The study found that, on average, most physicians dispense only one prescription sample at a time, and seven out of ten sampling occasions result in a prescription for the sampled product.

Physicians gave unsaid responses to questions about why they use prescription samples; the most frequent responses were for medical concerns (81 percent) and concerns for patient costs (78 percent).

Medical concerns included the ability to test the efficacy and observe the possible side-effects of the drugs, and the need to start a treatment immediately. More than three-quarters of the doctors surveyed viewed samples as a way of helping to lower patient medical costs.

The poll found that samples are most often used as a "test" — assessing efficacy and side-effects when the drug is new to a patient — especially by internists. The data in the survey make it clear that physicians attach greater importance to assessing efficacy and side-effects when the drug is new to the patient, rather than new to the doctor.

Physicians responded that samples play an important therapeutic role, especially when pharmacies are closed or not easily accessible, and samples are the only resource at hand.

Physicians overwhelmingly rejected using a coupon system as an alternative to direct sampling. Many physicians stated that their objectives in providing samples would not have been met under such a procedure.

Requiring physicians to sign receipts for packages of medication samples generated the least opposition among possible modifications to the sampling system. Although more than a third of the physicians viewed it as inferior to the current system, three-quarters would have obtained the most recently sampled medication had such a requirement been in effect.

Biotech Team In DNA Advance

Scientists at Genetics Institute, Inc. have produced a human protein which may be used to treat cancer and infectious diseases.

The protein, called macrophage colony-stimulating factor (M-CSF or CSF-1) was produced by recombinant DNA technology. It stimulates blood cells involved in the body's natural defenses. Drs. Gordon Wong and Steven Clark presented the results of their team's work on M-CSF last week at the 1986 annual meeting of the American Society of Hematology in San Francisco.

M-CSF promotes the production and stimulates the activity of blood cells called macrophages, which play an important role in the body's defense against disease. It is believed that augmenting macrophages with M-CSF will be useful in the treatment of certain infectious diseases, such as those affecting the lungs.

In addition, M-CSF therapy, either alone or in combination with antitumor monoclonal antibodies, may strengthen the body's ability to fight cancers.

Genetics Institute has commenced pre-clinical testing of M-CSF and plans to begin human clinical testing in 1987.

Previously, natural M-CSF had been isolated in small quantities from human urine. Through a collaboration with Japanese scientists at Morinaga Milk Industry Company Ltd., Jichi Medical School, and Tokyo University, Genetics Institute has shown that its genetically engineered M-CSF is structurally identical to the natural protein.

Scientists from other organizations have previously described the production of an M-CSF-related protein by recombinant DNA methods. However, this protein differs substantially in structure from the natural factor obtained from humans, while the Genetics Institute M-CSF is virtually identical to the natural molecule.

The biological significance of the M-CSF-related protein thus remains uncertain. Future investigation may establish that the single human M-CSF gene determines two related proteins with different functions.

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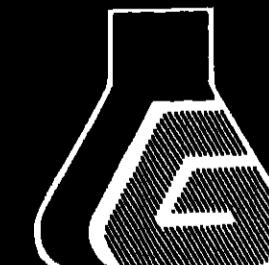
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Aspirin Role May Grow

Researchers say aspirin, used for decades to relieve headaches and cold symptoms, one day may be used to solve problems of pregnancy, constricted blood vessels and to help prevent various diseases.

At a symposium sponsored by George Washington University, the scientists said aspirin is emerging as a drug with many more uses than previously believed. Although it has been challenged as a pain killer in recent years by acetaminophen and other drugs that do not cause the stomach problems aspirin, they said new markets may open.

Aspirin is increasingly being used in new clinical trials to see if it can help in treating diseases such as AIDS and cancer, as well as preventing some problems with pregnancy.

Dr. Allan L. Goldstein, chairman of biochemistry at the center and moderator of the program, said aspirin is emerging as a new "wonder drug" with many applications.

"Perhaps one of the most exciting new frontiers for clinical applications of aspirin is in the field of immunology," Dr. Goldstein told the session, which was supported by the Aspirin Foundation of America, an organization comprised of companies that make, process and promote aspirin products.

"These findings have wide-ranging implications for many immunological disorders and diseases in which immune response is a factor," including cancer, AIDS and perhaps the common cold, he said.

Dr. Judith Hsia, an associate of Dr. Goldstein, said both aspirin and a protein, thymosin, stimulate production of gamma interferon and interleukin-2 from white blood cells.

These cell products, known as immune modulators, boost the disease-fighting immune system and are being tested against diseases such as cancer and AIDS.

Preliminary human trials confirm test-tube results that the equivalent of one to two aspirin tablets daily can triple interferon production and double interleukin output, Dr. Hsia said.

Toxic Chemicals Focus of UN Rules

The United Nations Environment Programme has proposed rules for nations to follow in dealing with toxic chemical accidents. Speaking at a Cairo seminar on industrial hazardous waste, UNEP Chief Dr. Mostafa K. Tolba outlined plans for a legal package that will vastly reduce the chances of another Bhopal or another Basel."

He proposed two new international conventions, one binding governments to notify each other when, where and how chemical

emergencies resulting in transboundary pollution occur, and the other providing measures for prompt help among governments in case of accident.

A third measure involves cooperation of governments, industry and community leaders to identify where acutely toxic chemicals exist, prepare measures to limit possible accidental releases and deal with accidents if they do occur.

Vitamins Linked To Lung Cancer

High doses of vitamins B-12 and folate acid may help prevent lung cancer in smokers by reversing harmful cell changes in lung tissue caused by tobacco fumes, a scientist said last week.

Tobacco smoke apparently causes a folate vitamin deficiency when it hits lung tissue, creating cell damage believed to lead to cancer, said Dr. Charles Butterworth, chairman of the department of nutrition sciences at the University of Alabama.

A study conducted by university researchers showed daily doses of folate acid and vitamin B-12 reversed the cell changes Dr. Butterworth said the evidence that mean smokers could continue their habit and stay healthy by taking vitamins.

"My own personal view would be to recommend that people stop smoking," he said at a nutrition seminar in Washington.

The cell abnormalities that lead to cervical cancer and that show up in a person may be caused by the same sort of folate vitamin deficiency, according to Dr. Butterworth.

The scientist is leading a five-year study that began in January and will enrol 100 women to determine if vitamin supplementation can help ward off cervical cancer.

Early results indicate women with cervical cancer have low folate acid intake, too soon to say any more, Dr. Butterworth said.

Suppose a drug or a medical device is drug enhancing? In other words, suppose it does not reduce costs but that it results in better patient well-being...It is naive to think that our current prospective payment system will lead to the optimal social decision in every situation," Dr. Grabowski said.

Boehringer Ingelheim points out that the burden on manufacturers to meet regulation requirements, strangled paper-work, and cost-containment policies will work to discourage medical innovation.

The report also focuses on the pharmaceutical industry's concern for the safety and efficacy of drugs for the elderly. Many companies now include older subjects in their testing programs, especially for anti-hypertensive and other cardiovascular drugs.

The final section of the report studies age-related reactions in the elderly, ascribing some of these reactions to poor physician-patient communication and poor patient compliance.

Also considered are prescribing patterns for the elderly, including data showing that antihistamines, antibiotics, and analgesics

Pharmaceutical Firms Invest In New Drugs for the Elderly

are the most frequently prescribed medications for the older Medicaid population.

In addition to finding new treatments for the elderly, the section concludes that emphasis must be placed on prescribing existing pharmaceuticals in a safe and effective manner.

The authors of the papers throughout the report call on new educational and research measures to deal with medicine and the elderly, including establishing centers for geriatric pharmacology and pharmacy, providing medical school scholarships for encouraging the study of geriatrics; establishing centers for nursing home pharmacology and pharmacy; and continuing a committed research agenda by the pharmaceutical industry.

"The pharmaceutical industry is working hard to find treatments and cures for the diseases that affect the elderly," says PMA President Gerald Moessinghoff. "These diseases not only threaten life but also greatly reduce the quality of life for older Americans."

PMA board chairman William Miller adds, "...there is no better buy than good health. It is disease that is so expensive."

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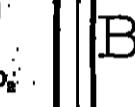
3,4-Dimethoxyaniline

4-Aminoveratrole



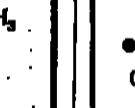
3-Nitro-p-tolue acid and other isomers

and other isomers



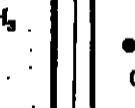
6,7-Dimethoxy-quinoxoline-2,4-dione

and other isomers



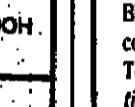
4-Aminocetophenone

and other isomers



5-Nitrosophthalic acid and derivatives

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- Analysis of catalytic behavior of mammalian, microbial and fungal lipases, including application to industrial processes.
- Detailed description of reaction conditions and reactors for a variety of systems using lipases.
- Analysis of lipases from different sources and reactions catalyzed by these enzymes.
- Actual and potential applications to food, agriculture and pharmaceutical industries.

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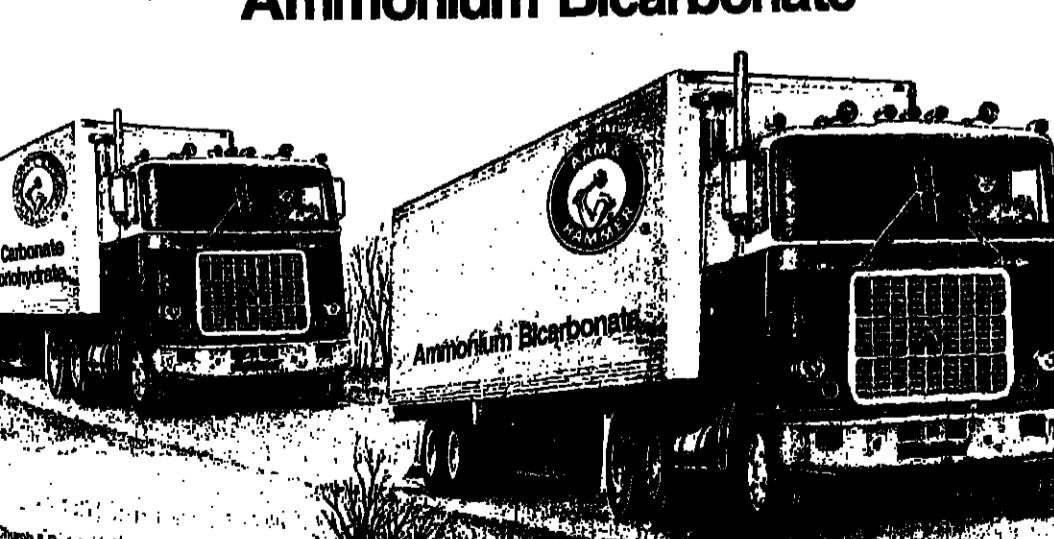
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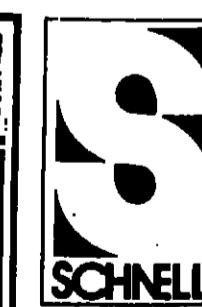
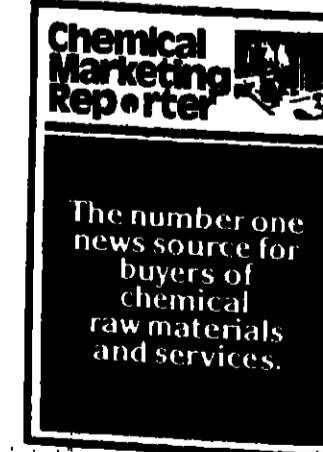
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US Economy Seen Growing At Moderate Pace in 1987

The US economy should grow moderately in 1987 with somewhat higher inflation but stable interest rates, according to the latest survey of the nation's business economists.

Jerry L. Jordan, president of the National Association of Business Economists (NABE), last week released the results of the latest quarterly poll of the organization representing approximately 4,000 corporate, consulting and government economists.

"The economists expect real GNP to rise by 1.5 percent in 1987 on a fourth quarter-to-fourth quarter basis," according to Mr. Jordan. "That compares with an increase of 2.5 percent estimated for 1986."

The economists look for little improvement in the unemployment rate, forecasting an average just below 7 percent next year. However, they expect after-tax profits to advance by about 6.5 percent in 1987.

Commenting on the reasons for next year's growth, Mr. Jordan noted that the survey indicates a reduction in both housing starts and auto sales in 1987. "However, despite some negative influence capital spending, we expect a turnaround in the foreign trade picture," he said.

The median forecast is a merchandise trade deficit of \$132 billion in 1987, compared with a record estimated at \$148 billion in 1986 (balance-of-payments basis).

Mr. Jordan, who is also Senior Vice President and Chief Economist of First Interstate Bancorp (Los Angeles), observed that conditions in the economists' own firms seem to

support a view of growth in 1987. "More than one half of the respondents indicated rising demand in the past three months, up from only 39 percent reporting higher demand a year ago."

"The economists generally see 1988 as the low point for inflation, with consumer prices rising by less than 2 percent on a fourth quarter-to-fourth quarter basis. For 1987, their forecast is an inflation rate of 3.8 percent. They look for some further decline in the foreign exchange value of the dollar over the course of next year, but they anticipate little change in interest rates."

The median forecast indicates that the economists believe the bank prime rate might be slightly below the current level of 7.5 percent by the middle of next year and slightly above the present level by the end of 1987," according to Mr. Jordan.

"As the U.S. expansion begins its fifth year, economists continue to be concerned about a recession on the horizon. Although only about 30 percent believe we will be in recession by the end of 1987, about 60 percent expect a downturn by the end of 1988, and over 90 percent anticipate a decline before the close of 1989."

"Nevertheless, with respect to economic policy, 88 percent of the economists believe that monetary policy has been either too stimulative or 'about right,' with over 70 percent endorsing Federal Reserve policy as on track.

At the same time, the economists appear more pessimistic about the budget deficit.

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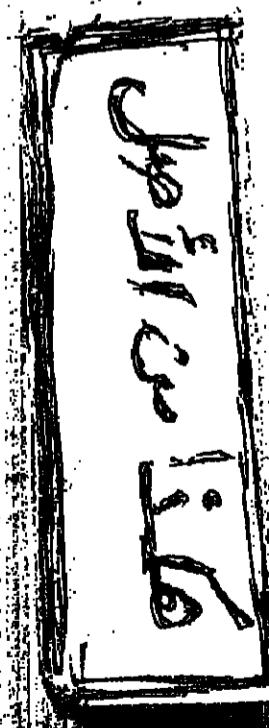
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HEAVY & AG CHEMICALS

Sodium Silicate

Continued from Page 7

pany's total sales. Terms of the transaction were not disclosed. As part of the sale, Power will offer employment to all 27 DuPont employees who now operate the three sodium silicate plants involved in the sale.

Power will also offer employment to selected DuPont technical and marketing employees.

"The business, while solid and healthy, no longer fits in the long-term portfolio of DuPont's chemical businesses," said John C. Breckinridge, director of DuPont's industrial chemicals division. "We are confident Power Silicates will provide the necessary resources and commitment to this business and will continue to successfully serve the marketplace," he added.

Merchant sodium silicate producers like DuPont concede that demand for the product has been relatively flat recently. Nevertheless, most are looking for the chemical to grow at close to 2 percent per year through the end of the decade, owing to general economic recovery and new or growing applications.

While more than 10 companies produce sodium silicates in the US, only three in addition to DuPont — PQ Corporation, Occidental Chemical and Chemical Products Corporation — are generally considered merchant market producers. The others make silicates mainly as an intermediate to catalysts, zeolites and paint additives.

WASTE TREATMENT MARKET

A merchant area with promise is waste effluent treatment. Government pressure to clean up waste sites and to regulate waste emissions is increasing the cleanup and waste control effort.

Chemfix Technologies Inc., a New Orleans-based waste treatment company, owns the patent to process by which it combines sodium silicate with a calcium-based setting agent, such as Portland cement, kiln dust or fly ash, to treat effluent waste.

According to a spokesman, the "Chemfix" process involves reaction of the calcium-silicate compound with the inorganic constituents in a waste stream. The resultant insoluble compound can then be extracted and disposed of in a sanitary landfill.

The spokesman says Chemfix is currently treating waste at Amoco Chemical Company's Wood River, Ill., facility as part of a project that should be completed about one year from now. The company is also involved with the South Essex Sewage district in Salem, Mass., in a project to clean up chromium contamination.

The spokesman notes that the "Chemfix" process was patented in 1973 but that industry interest wasn't particularly strong until Congress passed the RCRA amendments in 1984.

Another potential growth market for sodium silicates is in the active fluid cracking catalyst (FCC) business, as the raw material for the production of zeolites, the FCC "active ingredient."

Growth will be somewhat limited for merchant silicate producers, because most FCC producers, such as Englehard Corporation,

Ethyl Corporation, and W.R. Grace & Company, have captive silicates production.

However, in the second quarter of next year, the Ketjen Catalysts division of Akzo Chemie America plans to come on stream with a 50 percent expansion of its Bayway, Tex., catalyst production facility. The unit, which began production in late 1984, reportedly will have an overall FCC capacity of 44,000 tons per year when complete.

The plant is of interest to merchant sodium

PRICES TRENDLINES

WEEK ENDING DEC. 12, 1986

CHANGES/UP

None

CHANGES/DOWN

None

HEAVY & AG INDEX

The Heavy & Ag Chemicals Index reflects the prices of 18 representative materials in this sector and the quantity of each produced in 1985.

Dec. 12, 1986	113.69
Dec. 5, 1986	113.69
Nov. 14, 1986	113.69
Dec. 13, 1985	113.69

Chemical Prices Start on Page 36

HEAVY CHEMICALS

Plastics Inc. joins major chloralkali producers (CMR, 12/8/86, pg. 29) in announcing all-but-chlorine and caustic soda price increases.

ICP says that chlorine prices will increase by 40 per ton while caustic soda will increase by \$15 per ton effective immediately for spot customers and according to terms for contract customers.

Also, the company says, effective January 1, 1987, the superfund tax on chlorine of \$2.70 per ton and 25¢ per ton on caustic soda will appear as a separate item on all invoices.

ICP's list prices remain as follows: \$195

per ton for chlorine produced at Acme, N.C., and Brunswick, Ga., and \$200 per ton at Ashland, Ohio, Moundsville, W. Va., Oregon, Mo., and Syracuse, N.Y.; \$220 per ton

for regular grade caustic soda (50 percent brine) and \$240 per ton for rayon grade caustic soda at all production locations.

Also last week, Pennwalt Corporation announced a \$15 per ton increase in the price of

all grades off caustic soda, not to exceed current list prices. Pennwalt is also adding the superfund tax to all invoices.

Pennwalt announced an increase on chlorine about one month ago (CMR, 11/10/86, pg. 30). Pennwalt produces in the Pacific Northwest, and at the time it was suggested that the early chlorine announcement was in response to especially tight supplies in that part of the country, due to a strong pulp and paper market.

Pfizer Inc. Obtains

Continued from Page 4

problems of octane requirement, emission control, fuel economy, engine efficiency and performance, and lubrication, PMC said.

Other products based on PMC's polarized hydrocarbon technology include pour-point depressants, oil additives and fuel stabilizers.

"Our relationship with Pfizer marks a major step in the emergence of Polar Molecular Corporation from its formative stages into the broad commercialization of its products," said Mark L. Nelson, president of PMC.

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OSHA Determines the Risk Of Glycol Ethers to Workers

Occupational Safety & Health Administration says it has made a preliminary determination that occupational exposure to four glycol ethers poses a significant risk to workers which can be prevented or reduced through workplace regulation.

Adverse health effects of these glycol ethers in several animal species include testicular damage; reduced fertility; maternal toxicity; developmental abnormalities of the fetus; depression of the bone marrow and the immune system; and neurotoxicity. Epidemiologic studies and clinical reports have shown reductions in sperm count, gynecological disorders, hematologic effects, and neurotoxicity.

Current OSHA permissible exposure limits averaged over an eight-hour workday for these glycol ethers are: 2-methoxyethanol (2-ME), 2-ethoxyethanol (2-EE) and their acetates — commonly known as glycol ethers — may cause adverse reproductive, developmental, and hematologic effects. EPA estimates that between 200,000 and 350,000 workers are exposed to potentially unsafe levels of glycol ethers.

Last May, EPA formally referred these four glycol ethers to OSHA under the Toxic Substances Control Act after determining that exposures occur primarily in the workplace. Under TSCA, EPA may refer a substance to another federal agency if it finds that the substance poses an unreasonable health risk and the risk could be reduced by regulatory action by that agency.

OSHA analyzed EPA's evaluation of workplace risks and generally agreed with its findings. The agency made a preliminary determination that revised workplace standards for 2-ME, 2-EE, and their acetates appear economically and technologically feasible, that occupational exposure to these

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COATINGS & PLASTICS

Gum Rosin and Turpentine Hurt by Imports, Substitutes

Imports and a full-scale substitution of tall oil rosin and other cheaper materials have all but destroyed the US market for gum turpentine and rosin, producers say.

Last week, Union Camp Corporation announced that it will discontinue production of gum rosin and gum turpentine by the end of this month.

Although the company will continue to supply rosin customers with its "Untoil" tall oil rosin grades, and will still distribute WW grades of imported gum rosin, a spokesman for the company says it "no longer makes sense" for them to stay in the gum rosin business. The firm intends to convert gum rosin capacity at its Valdosta, Ga. plant to specialty resin production.

This leaves two players in the domestic

on rosin/turpentine market: FRP Inc. of

Valley, Ga., and Shelton Naval Stores, Inc. of Valdosta, Ga. FRP, previously a subsidiary of Monsanto Company's paper sizing business, was recently acquired by Akzo Chemie America.

Currently, FRP is said to control from 75

percent to 80 percent of the market for

domestic material. This has enabled it to

enter a market which has moved almost

entirely offshore.

HIGH-COST PRODUCTION

Production of crude gum rosin and gum

turpentine is said to be highly labor intensive,

resulting in significantly higher costs than

for materials with similar properties,

such as tall oil rosin, and wood and sulfate

turpentine. Lower labor costs have enabled

producers abroad to offer large quantities of

material at significantly lower price than

domestic material.

Gum turpentine is said to be selling be-

tween \$2.50 and \$2.65 per pound, as com-

pared with \$2.00 per barrel for steam dis-

tilled wood turpentine and 90 cents per barrel

for \$1.00 per barrel for crude sulfate tur-

pentine.

Similarly, where gum rosin currently sells

for 45 cents per pound to 58 cents per pound,

wood rosin is priced between 32 cents per

pound and 37 cents per pound, and tall oil

rosin, between 25 cents per pound and 30

cents per pound.

Most of the gum material available on the

market today is imported from China, Portu-

gal and Brazil, producers say. Although do-

domestic

material is much cheaper

and said to dominate the

market in the US.

However possible, users of gum products

are turning to lower priced tall oil rosin,

and wood and sulfate turpentine.

A spokesman for FRP Inc. estimates that

the current market for gum rosin totals be-

tween 9.6 and 10 million pounds per year. The market for wood turpentine and rosin, he estimates, is between 2 and 3 times the size of that for gum.

Both markets, however, are dwarfed by the markets for tall oil rosin and crude sulfate turpentine.

Demand for tall oil rosin has been good this year, a spokesman for Union Camp, a

major producer, asserts. Inventories are down significantly from last year, at 50 million pounds compared with 75 million pounds in 1985.

Statistics released by the Pulp Chemicals Association show the domestic market for tall oil rosin up almost 7 percent through September of this year, at about 350 million pounds.

Pulp Chemicals Association statistics show domestic demand for crude sulfate turpentine at 22,550,000 gallons, with inventories totalling 7 percent of the total market.

Prices have been holding steady at an average of 95 cents per gallon, but one producer, noting relatively high inventories, feels crude sulfate turpentine may fall in the months to come. This is not demand related, as the market for sulfate turpentine has been strong this year, he says.

Tall oil rosin demand is expected to grow over the next five years, as the material assumes shares of the adhesives, inks and sizing markets now dominated by petroleum (C₆ and C₈-based) resins. The resins predominate in some markets shared with polyterephthalic resins, particularly hot-melt adhesives.

Although lower-cost hydrocarbon resins have dominated the adhesives and ink markets for the past few years, with 65 percent of

Continued on Page 53

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Continued on Page 53

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Chromic acids...	13,289,278	3,576,047	10,459,018	2,938,886
Chromic oxides...	1,114,112	1,081,415	160,101	169,034
Chromic oxide green...	110,948	111,405	142,080	142,081
Chromic oxide yellow...	285,042	183,288	384,985	283,983
Molybdate orange...	255,772	148,490	148,072	132,531
Zinc yellow...	32,255	12,935	20,542	131,378
Copper Oxide...	33,100	12,935	25,951	N/A
Iron Oxide...	44,932	12,935	56,032	44,970
Iron Oxide, nonbasic...	561,059	688,784	777,082	628,070
Iron Oxide, hydroxides, nat...	211,442	59,426	64,032	9,084
Symthetic black...	N/A	N/A	94,674	23,837
Red...	1,116,005	163,120	1,205,887	227,674
Yellow...	2,381,387	520,804	1,743,748	381,419
Ultramarine...	705,782	423,765	849,745	422,835
Phthalocyanine...	2,844,833	864,905	2,401,422	826,837
Yellow...	70,000	19,480	82,450	19,481
Phthalocyanine...	111,385	22,913	122,301	133,473
Basic black...	62,000	12,935	82,450	19,481
Basic blue...	440,007	376,328	617,681	620,881
Basic blue...	24,430,614	18,834,017	26,840,012	18,838,038
Basic blue...	867,351	517,480	387,728	413,308
Basic blue...	40,036	14,370	40,000	21,929
Basic blue...	9,837,916	3,488,043	6,845,410	2,954,778

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PERFUMES & FLAVORINGS

Heliotropine Pricing Climbs; Further Gains Expected Soon

Heliotropine prices have been firming in the past two weeks as producers weather the effects of increasing ocoee cymbarium oil prices and reports that availability of ocoee will be reduced in 1987. Demand, meanwhile, continues healthy with buyers trying to beat the expected institution of even higher prices.

Heliotropine is currently sold for \$9 to \$9.50 per pound on the US spot market, up from \$8 per pound a month ago. One buyer says \$9 per pound is the low end, even though small amounts are offered at that level. "Sales of larger quantities will probably not be discounted because producers are offering it at the lowest possible price."

Though major domestic and foreign producers cite the ocoee cymbarium pricing as the reason for the heliotropine firming, the degree of increase in heliotropine does not reflect the full impact of the ocoee. "The price advances in heliotropine are not in direct proportion to those in ocoee," says an essential oils importer. "Both domestic and foreign producers are not as yet passing the increases on."

An aroma chemicals broker concurs that prices are being held down and suggests that domestic suppliers would have it otherwise. "They have come down to the \$9 range to keep competitive, even though they pushed for the \$10 to \$11 per pound range."

A representative of the major domestic producer of heliotropine does foresee the price firming toward \$11 per pound. He says that production levels will not be affected by the ocoee situation and that no new sources of demand exist. "We do not see a surge in new business."

JAPAN PRIMARY SOURCE
The primary foreign sources of heliotropine competition are Japan with over 70 percent of imports, Brazil with about 17 percent and China at about 10 percent. Figures are based on total imports from January through October, 1986, a cumulative of 251,533 pounds.

Japanese producers are confronted by the strengthened yen which, while not affecting raw material prices, works against them in terms of labor and fixed costs. "We have been compelled to raise prices," says a spokesman for the major Japanese heliotropine exporter, "because of the yen and the advancing costs of ocoee cymbarium oil."

He adds that \$9 per pound is currently a higher end quote and that they will try to move prices up in the near future. "The competition from Brazil has been making it difficult for us to raise prices."

The other major heliotropine exporter to the US, China, has been characterized as temporarily out of the picture by industry sources. The most common reason cited for their decreasing exports is domestic consumption. "The Chinese are not offering any heliotropine," says an aroma chemicals broker, "though they're reportedly still buying the ocoee."

Ocoee cymbarium oil prices have increased steadily in the past month for several reasons (CMR 11/3/86 p. 47). But aside from the emergence of China as a buyer, sources point to the rising popularity of its derivatives (piperonal aldehyde and piperonal butoxide) as synergists in producing insecticides for the stimulation of ocoee sales. "If there's pressure on ocoee," says an aroma chemicals dealer, "it isn't because of heliotropine demand but rather the piperonal derivatives used in insecticides."

Outlooks for heliotropine pricing settle on gradual increases. In light of the current climate where people are selling "with little or no profit so they at least show no decline in sales," a market analyst says the situation will give way to the \$11 range.

However, one industry observer notes that "the major trend will be to a weaker yen and

a stronger dollar," suggesting that if the Japanese can hold their pricing levels down long enough, they may be able to keep them there.

AROMA CHEMICALS

BENZYL ACETATE — Chinese benzyl acetate prices dropped last week in an attempt to remain competitive with European and

US prices. Benzyl acetate is currently sold for \$9 to \$9.50 per pound on the US spot market, up from \$8 per pound a month ago. One buyer says \$9 per pound is the low end, even though small amounts are offered at that level. "Sales of larger quantities will probably not be discounted because producers are offering it at the lowest possible price."

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Consumers Get Top Packages, Says Food Processors Group

Quality assurance programs by food manufacturers, together with government monitoring efforts, assure consumers that domestic packaged foods are free of illegal pesticide residues, says the National Food Processors Association.

The association responded to reports issued by the General Accounting Office, which alleged that the Food & Drug Administration's surveillance does not provide adequate surveillance of pesticide residues in imported and domestic foods.

NFFA said domestic food manufacturers carefully police incoming stocks of raw products to assure that they do not contain illegal pesticide residues. A part of the monitoring effort by industry is NFFA's "protective process program," which the trade group said ensures that growers comply with restrictions on pesticide use.

Processors test for pesticide residues in their own laboratories and use such scientific facilities as the NFFA's research laboratories. "We believe that FDA's current surveillance programs for pesticide residues, coupled with the self-policing programs that US industry has long undertaken, are doing a good job with respect to domestic foods," says Mr. Carey.

The trade group said in addition to moni-



Courtesy of Reel Kneeler

Mexican producers (CMR 11/24/86 p. 46) sources report a decline of 25c. to 40c. on shipping prices from mainland China to shipping prices from mainland China to around \$1.75 per kilo cost and freight included. Supplies are considered easy with inventories well stocked from large quantity sales earlier this year.

ESSENTIAL OILS

PEPPERMINT OIL — Yakima native peppermint oil shipping prices increased 40c. per pound last week to \$9.75 to \$9 per pound. The firming, according to an essential oils broker, was in response to a "fury of business" major sales were made. As a consequence, the amount of peppermint oil available for marketing is a matter of concern for buyers.

According to a peppermint oil grower, however, supplies of peppermint oil are adequate and will remain so through the 1987 harvest. "We've had two very good growing years. Of the 750,000 pounds available two years ago, about 250,000 pounds remain. He adds that because too few growers are taking peppermint acreage out of production, the price ceiling from field will be per pound.

Another grower agrees, saying that the level could be breached only by a concerted effort. The problem, he stressed, is that "there is really no alternative and the farmers to turn to. They're leaving the old stand in because they want the yield." "Old stand" is a plant in its third or year of production.

PEPPERMINT OIL — Far West spot oil is not suffering from an aggravated oversupply situation as earlier reported in this column (CMR 11/10/86 p. 27). An administrator of the Federal Marketing Administrator of the Federal Marketing

notes that major spearmint oil produc-

tors incoming raw commodities process product in ways that assure that residues within allowable tolerance levels are further reduced or eliminated.

The industry programs, in place for several years, are supplemented by the monitoring programs of state agencies and of both Food and Drug Administration and the Agriculture Department.

"Our industry has supported full funding of the budget requested by FDA so that the agency can adequately carry out critical food safety work in such areas as improving microbiological surveillance, new product approvals and screening, and stepping up surveillance of imports to assure that they meet the same standards of safety and wholesomeness as domestically produced products," says Charles J. Carey, president of NFFA.

"We believe that FDA's current surveillance programs for pesticide residues, coupled with the self-policing programs that US industry has long undertaken, are doing a good job with respect to domestic foods," says Mr. Carey.

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CHEMICAL PRICES

WEEK ENDING DECEMBER 12 1986

This chemical prices section contains spot quotations and/or list prices of suppliers of chemicals and related materials on a New York or other indicated basis. The listings are based on price information obtained from suppliers. Note that posted prices do not necessarily represent levels at which transactions actually may have occurred. They do not represent bid and asked prices, nor a range of prices over the week. Price ranges may represent quotations of different suppliers as well as differences in quantity, quality and location. All matters under this heading are fully covered by copyright.

An index of weekly chemical market reports is on the back cover.

A

oles alba, dms.	kilo	24.00	27.00				
acetaldehyde, 99%, tanks, frit. std. lb.	.37						
Prices fc. higher in West.							
cetaminophen (see N-Acetyl-p-aminophenol)							
cetanilide, tech, flaked, bgs, t.i. f.o.b.							
works.....	lb.	1.29					
cetetic acid, tech., tanks, divd. E.....	lb.	.25					
cetetic anhydride, tanks, divd. E.....	lb.	.43½					
Acetic anhydride prices 1c. higher in West.							
cetocetanilide, dms., t.i., divd.	lb.	1.29					
cetocetol-o-anisidide, dms., t.i.,							
divd.	lb.	2.70					
cetocetol-o-chloranilide, dms., t.i.,							
divd.	lb.	2.85					
cetocetol-o-toluclidide, dms., t.i.,							
divd.	lb.	1.58					
cetocetol-m-xylidide, dms., t.i.,							
divd.	lb.	3.33					
cetone, tanks, divd. E.....	lb.	.25					
divd. Zone 2 (Calif.).....	lb.	.27					
divd. Zone 3 (W. of Rockies excluding Calif.).....	lb.	.27					
cetonitrile, tanks, frit. std.	lb.	.53	.54½				
cetophenacetin (see Phenacetin).							
cetophenone, tech., tanks, f.o.b.							
works.....	lb.	.76	.85				
perfume grade, extra, crs.	lb.	2.15					
-Acetyl-p-aminophenol, c.i., t.i.							
works.....	kilo	5.95	6.64				
cetylene black, imp., 50% compressed, 12½-lb. bgs. c.i., t.i.							
frit. extra.....	lb.	.98					
100%, 25-lb. bgs. same basis.....	lb.	.95½					
cetylene tetrabromide, tanks, f.o.b.							
works.....	lb.	.97					
cetylascorbic acid, USP (see Aspirin).							
cetyltributyl citrate, bulk, f.o.b.							
works.....	lb.	1.28					
cetyltriethyl citrate, bulk, f.o.b.							
works.....	lb.	2.08					
crokin, tech, tanks, works.....	lb.	.82					
crylamide, solid, t.i. works.....	lb.	1.00					
soin, 100% basis tanks, works.	lb.	.74	.77				
crylic acid, glacial, reg., tanks,							
divd.	lb.	.87					
tech, tanks, frit. std.	lb.	.80					
crylonitrile, tanks, works.....	lb.	.39½	.45½				
crylonitrile-butadiene-styrene resin, high-impact, nat., t.i. dms.,							
divd.	lb.	1.08	1.12				
medium-impact, nat., same basis bgs.							
divd.	lb.	1.05	1.08				
100-lb. bgs., same basis	ton	224.00					
Aluminum acetate, basic, dms., f.c.i.,							
works.....	lb.	3.25					
Aluminum chloride, anhyd., soin, 500-600 lb. dms., c.i., t.i., works,							
frit. equald.	lb.	.53					
bulk, same basis	lb.	.48					
semi-bulk bins, same basis	lb.	.52					
Aluminum chloride, comi., soin, 32° tanks, works	100 lbs.	15.00					
ret. dms., c.i., works	100 lbs.	12.00					
non-ret. dms., same basis	100 lbs.	20.00					
Aluminum formate, dibasic, liq. 8% Al_2O_3 t.i., works	lb.	.55					
Aluminum hydrate (see Alumina, hydrated)							
Aluminum hydroxide, dried, gel, NF, 75-lb. dms., c.i., t.i., works.	lb.	2.75	3.60				
Alumnumeral, 99½% or more, 50-lb. pigs, 30,000-lb. lots, frit. std.	lb.	.76					
Aluminum oxide amorphous (see Alumina, calcined).							
Aluminum paste, leafing grade, std., lining, 2,400 lb. lots, divd.	lb.	1.40					
lining, extra-fine, same basis	lb.	1.99	2.14				
Aluminum phenoldinitonate, purif., 100-kilo dms., t.i.,	kilo	6.48					
Aluminum powder, leafing grade, std., lining, 2,400 lb. lots, divd.	lb.	3.17					
extra fine, lining, same basis	lb.	4.04					
Aluminum stearate, bgs., c.i.,		1.25	1.38				
Aluminum sulfate, comi., grd., 100-lb. bgs., c.i., works, frit. equald., basis 17% Al_2O_3 East and Gulf Coast.....	ton	205.00					
West Coast.....	ton	220.80					
liq., tanks, N.E. same basis	ton	145.00					
Iron-free, dry, bgs., c.i., same basis	ton	300.00					
liq., tanks, same basis	ton	225.00	265.00				
Aluminum sulfate, USP, gran., dms. lb.							
Aminoacetic acid, USP, dms., 20,000 lbs., f.o.b. works	lb.	.337					
tech, t.i., same basis	lb.	2.12					
p-Aminobenzoic acid, 1,000 kilos or more, dms., f.o.b. works.	lb.	1.88					
2-Amino-4-chlorophenol dry and grd., 14,000 lbs. or more, frit. std. lb.		9.80	10.10				
Aminoethyl ethanolamine, tanks, frit. collect.	lb.	5.78					
N-Aminoethyl piperazine, tanks, f.o.b., frit. collect.	lb.	1.33½					
2-Amino-2-ethyl-1,3-propanediol dms., 114-lb. bags	lb.	1.05					
Ammonium fluoroborate, tech., cms., c.i., t.i., works, frit. equald.	lb.	2.35	2.60				
Ammonium heptamolybdate, cryst., dms., 24,000 lbs. f.o.b. works	lb.	.91	1.03				
Ammonium lauryl sulfate, tanks, f.o.b. works	lb.	11.00					
Ammonium lignin, sulfonate, bulk, f.o.b. Hoquiam, Ore.	ton	10.20					
Ammonium nitrate, dom., fertilizer grade, 33.5% N, bulk, S.E. dms.	ton	3.65	4.60				
Ammonium oxalate, tech., fine, gran. 300-lb. dms., t.i., f.o.b. works	lb.	.75					
Ammonium pentaborate gran. bgs., c.i., works	lb.	.58					
Ammonium pentaborate powder 20c. per lb. higher.							
Ammonium persulfate, 225-lb. dms., 24,000 lbs. or more, f.o.b. works	lb.	.56					
55-lb. bgs., same basis	lb.	.56½					
Ammonium phosphate (see Di- and monoammonium phosphates).							
Ammonium silicofluoride, dms., c.i., t.i., works	lb.	.30½					
Ammonium sulfate, lg. gran., bulk, c.i., works	ton	80.00	90.00				
std., comi., bulk, f.o.b. works	ton	60.00	70.00				
tech, bgs., c.i., t.i., works	ton	108.00	120.00				
Ammonium sulfide, liq. 40-44% tanks, 100% basis, frit. equald.	ton	480.00					
Ammonium sulfocyanide, tech. (see Ammonium thiocyanate).							
Ammonium thiocyanate, tech., cryst., bgs., c.i., works	lb.	1.02					
tech soin, 50%, tanks, frit. equald.	lb.	.93					
Ammonium thiosulfate, photographic, 60%, tanks, f.o.b. works	lb.	.13					
Ammonium zirconyl carbonate, soin, bulk	lb.	.72					
Amyl acetate, primary mixed isomers, tanks, divd.	lb.	.57					
Amyl alcohol, primary mixed isomers, tanks, frit. std.	lb.	.46½					
Amyl chamic acid, dms.	lb.	2.35	2.60				
p-tert-Aminophenol, bulk, works	lb.	.91	1.03				
Amryl oil, dms.	lb.	11.00					
Anethole, tech., dms.	kilo	10.20					
USP, dms.	lb.	3.65	4.60				
Angelica root oil, bals.	kilo	700.00					
Aniline, tanks, f.o.b.	lb.	.33	.35½				

ABBREVIATIONS

THE TERMINOLOGY OF THE CHEMICAL MARKETPLACE

a/alpha					
acid/allowed					
amorph./amorphous					
AMP/American melting point					
anhyd./anhydrous					
AOAC/Association of Official Agricultural Chemists					
a.p.a./available phosphoric acid					
approx./approximately					
artif./artificial					
ASTM/American Society for Testing & Materials					
 b/beta					
Be/Baume					
bbls./barrels					
b.g./beta-gamma					
bgs./bages					
bis./bales					
bots./bottles					
b.p./boiling point					
b.p.l./bone phosphate of lime					
b.r./boiling range					
bxs./boxes					
 C/Centigrade					
cbs./carboys					
c.c./cubic centimeters					
CD/completely denatured					
c.i./cost insurance freight					
c.i./carload					
cns./cans					
com./commercial					
conc./concentrated					
cp/chemically pure					
cps./centipoises					
cryat./crystalline					
cns./cases					
ctns./cartons					
cyls./cylinders					
 E/East					
e.p./end point					
equid./equalized					
exp./expressed					
extr./extracted					
 F./Fahrenheit					
f.a.a./free alongside					
ferment./fermentation					
f.f.a./free fatty acid					
f.f.c./free from chlorine					
f.f.p./free from preservative acid					
fib./fiber					
f.o.b./free on board					
f.p./freezing point					
frt./freight					
 g-/gamma					
gal./gallon					
 g.p./general purpose					
gran./granular					
grd./ground					
 i.b.p./initial boiling point					
imp./imported					
 incl./included					
Indust./industrial					
kgs./kegs					
 l-/leavo					
lb./pound					
l.c./less carload					
l.t.l./less truckload					
liq./liquid					
 m-/meta					
m.s.p./mixed aniline point					
mog./microgram					
mfrs./manufacturers					
min./minimum					
mol./molten					
m.p./melting point					
 N/nitrogen					
n-/normal					
nat./natural					
neut./neutral					
 SD/specially denatured					
NF/National Formulary					
No./number					
Nom./nominal					
 o-/ortho					
ord./ordinary					
oz./ounce					
 P/phosphorus					
p-/para					
Pac./Pacific					
pf./proof					
phos./phosphate					
photo./photographic					
pkgs./packages					
powd./powdered					
precip./precipitated					
prod./producer					
pt./point					
pulv./puverized					
punt./punctified					
 USP/United States Pharmacopoeia					
 v./viscosity					
VMP/varnish makers & painters					
 W/West					
wine./warehouse					
w.w./water-white					
 NOTE: A unit-ton is 1 percent of 2,000 pounds of the basic constituent or other standard of the material. The percentage figure of the basic constituent multiplied by the unit-ton price shown in Chamber-Marketing					

NOTE: A unit-ton is 1 percent of 2,000 pounds of the basic constituent or other standard of the material. The percentage figure of the basic constituent multiplied by the unit-ton price shown in *Chemical Marketing Reporter* gives the price of 2,000 pounds of the material.

CHEMICAL PRICES

WEEK ENDING DEC. 13, 1986

Carbon black, low structure, bulk, c.i. works.	lb.	240	280
bags, c.i. works.	lb.	270	290
Intermediate-super-abrasion (ISAF).	lb.	25	-
bags, c.i. works.	lb.	28	-
super-abrasion (SAF), bulk, c.i. works.	lb.	31	-
bags, c.i. works.	lb.	4050	-
semi-reinforcing (SRF), bulk, c.i. works.	lb.	210	-
bags, c.i. works.	lb.	240	-
Carbon black, thermal, medium, bags, c.i. works.	lb.	30	30½
bulk, c.i. works.	lb.	32	34½
Carbon black oil, barge, f.o.b. Gulf refineries.	bds.	10.50	12.50
f.o.b. W. coast refineries	bbls.	10.50	12.50
Carbon disulfide, t.c., f.o.b. works ton	420.00	-	
Carbon tetrachloride, CP, consumers, dms, c.i., Int. alid.	lb.	38	-
tech., dms, c.i., t.i., Int. alid.	lb.	31	-
tank transport (min. 4,000 gals)			
Int. alid.	lb.	24	-
Carboxymethyl cellulose (see CMC).			
Cardamom oil, NF, bgs.	lb.	60.00	-
Cardamoms, decor, Guatemalan	lb.	2.90	-
green, Guatemalan, bgs.	lb.	5.75	7.50
Carmine, No. 40, NF, bulk, 100-lb lots or more, divd.	lb.	135.00	140.00
Carnauba wax, Parahyba, No. 1, yellow, bgs., ton lots.	lb.	1.95	2.05
Ceara, No. 1, yellow, bgs., ton lots.	lb.	1.75	1.80
North Country, No. 2, refined, bgs., tonlots.	lb.	1.55	1.65
Carnauba wax, North Country No. 3, centrifuged, bgs., ton lots	lb.	1.10	-
North Country, No. 3, refined, bgs., ton lots.	lb.	1.30	1.45
Powdered carnauba wax, 20 to 100 mesh, 20c per lb higher			
b-Carotene, in vegetable oil, semi-solid suspension, 400,000 A units per gram, 33 lbs. or more.	lb.	32.75	-
b-Carotene, liq. In vegetable oil, 500,000 A units per gram, 33 lbs. or more.	lb.	40.75	-
b-Carotene, dry, beads, 10%, 167,000 A units per gram 50 lb cans	lb.	28.85	-
d-Carvone, 25-lb dms., syn	lb.	48.00	-
I-Carvone.	lb.	7.00	7.25
Cascara sagrada bark, bulk..	lb.	1.00	-
Casein, Imp., acid-precip., grd., 30-mesh, Australian, edible, same basis, c.i.	lb.	1.45	-
Australian, indust., same basis c.i.	lb.	1.365	-
Cassella acid, 303 mol wt, dms, Int. alid., 100% basis	lb.	3.70	-
Cassia, Kornji "A" bgs	lb.	1.08	1.20
"B" bgs.	lb.	.95	1.00
Cassio oil, Chinese, dms.	lb.	18.50	-
Castor oil, raw, No. 1, Braz tanks	lb.	32	34
USP 5-9 dms..	lb.	74	-
refd. dead., 5-9 dms	lb.	.78	-
blown, 5-9 dms	lb.	.75	-
dehydrated, boded, tanks	lb.	.74	-
dehydrated, unboded, tanks	lb.	.65	-
Castor oil, acids dehydrated, dms	lb.	1.10	-
ricinoleic acid	lb.	79½	.83
Castor pomace, bgs., container load, f.o.b. Miami, Fla.	lb.	154.00	-
Castoreum, nat. cans	lb.	18.00	35.00
syn. cans	lb.	11.00	-
Catechol, CP, 45-lb dms., 50-239 dms., f.o.b. tech., bgs., t.i., same basis	lb.	7.93	-
3.71	-		
Caustic potash (see Potash, caustic)			
Caustic soda (see Soda, caustic)			
Cedarleaf oil, dms.	lb.	17.50	-
Cedarwood oil, Texas, dms, cans	lb.	1.75	2.50
Virginia	lb.	4.75	-
Cedrol, prime dms.	lb.	5.25	-
Cedryl acetate, dist., dms.	lb.	4.25	5.30
Celery seed, Indian, bgs.	lb.	.46	-
Celery seed oil	lb.	37.00	-
Cellulose acetate, powd., bgs., t.i., divd. E.	lb.	1.30	-
Cellulose acetate butyrate, powd., 17% butyl content, bgs., t.i., divd. E.	lb.	1.75	-
38% butyl content, bgs., divd. E.	lb.	1.59	-
50% butyl content, bgs., divd. E.	lb.	1.61	-
55% butyl content, bgs., divd. E.	lb.	1.63	-
Celulose gum, pure, high vis., bgs., 24,000-lb. lots or more works, f.o.b. Hopewell, Va.	lb.	1.00	1.70
std., low or medium vis., bgs., c.i., t.i., f.o.b. Hopewell, Va.	lb.	1.00	1.90
Cerium concentrate CeO_2 , 50-lb.	lb.	1.35	-
Cerium hydroxide 90% CeO_2 , dms, works	lb.	5.40	-
77% CeO_2 , dms, works	lb.	4.20	4.80
Cerium oxide, optical grade, bgs., 50-lb. lots or more, divd.	lb.	1.85	1.90
Cetyl alcohol, NF, cans, o.i., t.i., divd. E, lb.	lb.	.68½	1.27
Chalk (see Calcium carbonate).			
Chamomile flowers, Hungarian, ca.	lb.	4.25	4.50
Roman, ca.	lb.	4.84	-
Egyptian, whole	lb.	2.70	3.00
Chamomile oil, blue, Egyptian	lb.	545.00	-
blue, Hungarian	lb.	370.90	-
Chenopodium oil, NF, cans	lb.	15.00	-
Chicago acid, dry, bbls., Int. alid.	lb.	13.50	-
Chiles (see Pepper, red).			
Chlorendic anhydride, tech., dms, t.i., works	lb.	1.30	-
Chlorinated paraffin, 40% chlorine, bulk, divd., Zone 1	lb.	.45	48½
50% chlorine, same basis	lb.	.46	47½
60% chlorine, same basis	lb.	.46	48½
70% chlorine, resinous, 50-lb. bgs., c.i., divd., Zone 1	lb.	.69	-

CHEMICAL PRICES

WEEK ENDING DEC. 12, 1986

Chlorinated paraffin. Zone 2 prices are 1c per lb. higher and Zone 3 prices are 2c per lb. higher. F.O.B. drum prices are 5c per lb. higher.

Chlorinated rubber, 5, 10, 20 cps, bgs, f.o.b., div'd. 1.88 -

40 cps, bgs, f.o.b., div'd. 1.92 -

125 cps, bgs, f.o.b., div'd. 2.00 -

300 cps, bgs, f.o.b., div'd. 2.75 -

Chlorine, tank, single units works, f.o.b., fr. equal'd. 195.00 200.00

Chlorosulfuric acid, mono, high purity, flake, 99% mono, f.o.b., works, 1.55 -

2-Chloro-4-aminotoluene, tech, lq., dms., c.l., f.o.b. works, 1.88 -

o-Chloroaniline, liquid, dms., c.l., f.o.b. works, 1.83 -

o-Chloroaniline, same basis, flake, 1.55 -

p-Chloroaniline, cold, c.l., f.o.b. 1.70 -

flake, dms., c.l., same basis, 2.00 -

o-Chlorobenzenesulfonhydride, dms., 2.45 -

p-Chlorobenzenesulfide, dms., 2.00 -

Rs. or more, works, 3.84 3.85

o-Chlorobenzoic acid, dms., l.i. works, 3.80 -

p-Chlorobenzoic acid, dms., 500-lb. lots or more, works, 1.89 2.25

Chlorofrom, tech, tanks, div'd. 34% -

tech, consumer, tanks, div'd. 34% -

NF tanks, min., consumer, 4,000 gal, div'd. 3.61 -

2-Chloro-4-aminotoluene, paste, commodity basis, dms., c.l., f.o.b. 3.08 -

powd., same basis, 3.15 -

4-Chloro-2-pyridone, paste, 172.5 mol wt, commodity basis, dms., l.i., f.o.b. 2.25 -

powd., same basis, 2.70 -

o-Chlorophenol, dms., c.l., f.o.b. 2.00 2.40

p-Chlorophenol, dms., c.l., f.o.b. 1.25 1.70

Chlorophenol, com., 1,600-lb. cyts, f.o.b. works, 1.25 -

Chlorosulfonic acid, tanks, fr. equal'd. 1.18 -

p-Chlorotoluene, tech, tanks, works, 1.00 -

Chloroform, dry, 40,000,000 units per gram, f.o.b., 24.00 -

Chloroform, distillate, cryst, 99.9%, 50 kilo dms., f.o.b. Springfield, Mo. 6.90 -

Choline chloride, feed grade, 70% aqueous, l.c., l.i., div'd. E of Rockes, 28 -

60% dry supplement, 39 -

Choline chloride, 60% dry supplement, in hopper car, 39 -

bgs, 50,000-lb. min., 40 -

Choline chloride, pharmaceutical, 50 kilo lots, f.o.b. Springfield, Mo. 5.00 -

Choline dihydrochlorate, 88% min., 50 kilo lots, f.o.b. Springfield, Mo. 6.00 -

Choline dihydrochlorate, 88% min., 50 kilo lots, f.o.b. Springfield, Mo. 6.00 -

Chromic green, GP extra light, bgs, f.o.b. of Rockes, 1.68 -

light, bgs, same basis, 1.70 -

medium, bgs, same basis, 1.72 -

extreme, CP, same basis, 1.74 -

Chromic orange, CP, bgs, div'd. E of Rockes, .83 .89

Chromic yellow, CP, bgs, div'd. E of Rockes, 1.09 1.18

Chromic oxide, hydrated, 50-lb. pure, bgs, c.l. 5.50 -

1.90 2.00

Crinacine, bgs, c.l. 1.85 1.85

Chromic alcohol, 254-crs. 4.60 -

Cinnamon, H2. 1.00 1.05

Chromic barium oil, 105.00 110.00

Chromic chloride, dms., c.l., f.o.b. 1.10 -

10% neutral, 500-lb. dms. same basis, 1.74 -

Chromic oxide, hydrated, 50-lb. pure, bgs, c.l. 5.50 -

1.90 2.00

Crinacine, bgs, c.m., 1.85 1.85

Chromic alcohol, 254-crs. 4.60 -

Cinnamon, H2. 1.00 1.05

Chromic barium oil, 105.00 110.00

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1.90 2.00

Crinacine, bgs, c.m., 1.85 1.85

Chromic alcohol, 254-crs. 4.60 -

Cinnamon, H2. 1.00 1.05

Chromic barium oil, 105.00 110.00

Chromic chloride, dms., c.l., f.o.b. 1.10 -

10% neutral, 500-lb. dms. same basis, 1.74 -

CHEMICAL PRICES

WEEK ENDING DEC. 12, 1986

Hydrochloric acid, 20% Be, tanks, works, East...ton 65.00 65.00
Midwest...ton 70.00 70.00
West Coast...ton 80.00 105.00
22% acid, same basis, East...ton 68.00 78.00
Midwest...ton 68.00 70.00
Gulf Coast...ton 63.60 -
West Coast...ton 100.00 115.00

NOTE: Prices vary and are either freight collect or freight equalized depending on producer and location.

Hydrocarbons, acetate, micronized, dms, 25 kilos or more, gram...70 -

Hydrocarbons, alcohol, micronized, dms, 25 kilos or more, gram...70 -

Hydrofluoride acid, anhyd. (see Hydrogen fluoride)

Hydrofluoride acid, aqueous, 70% 1.5%...ton 43.00 -

Hydrofluoride acid, 15-gal. dms, 1.0, works, 30% basis, ton 190.00 210.00

Hydrogen bromide, anhyd. cyst, extra, 30,000-lb. f.o.b. works, lb. 7.00 -

Hydrogen chloride, anhyd., 50-lb. cyst, c.i. works, lb. 65 -

800-lb. cyst, c.i. works, lb. 62 -

Hydrogen chloride, anhyd., tube 100-ft. seller's trailer, min. 100,000-lb. seller, lb. 37 -

lube trailers, buyer's trailer...lb. 27 -

Hydrogen chloride anhyd., tanks, works...ton 270.00 -

Hydrogen cyanide, 99.5% tanks, works...lb. 60 -

Hydrogen fluoride, anhyd., tank car, c.i. f.o.b., f.r. equalized...lb. 6875 -

Hydrogen peroxide, 35% tech., tanks, works, 1.0, f.r. equalized...lb. 5255 -

60% tanks, f.r. equalized...lb. 5225 -

70% tanks, f.r. equalized...lb. 45 -

Hydrogen sulfide, liq., 99.25% min. seller's tanks, works...lb. 12 -

170-lb. cylinders...lb. 2.27 -

Hydroquinone, photo grade, consumers, etc., i.l., divd. 2.54 -

toch., dms, c.i. divd. 1.95 -

Hydroxycellulose, t.i., divd. 2.07 -

Hydroxymethyl cellulose (visc. 5,000 through 45,000 cps) 50 lb. bags, i.l., c.i. 30,000-lb. min. divd. zone 1...ton 2.73 -

Hydroxymethyl cellulose, U.S.P. (visc. 4,000 through 15,000 cps) 50 lb. bags, U. c.i. 30,000-lb. min. divd. zone 1...ton 2.87 -

Hydroxymethyl methacrylate, U.S.P. (visc. 4,000 through 15,000 cps) 50 lb. bags, i.l., c.i. 30,000-lb. min. divd. zone 1...ton 2.99 -

Hydroxymethyl methacrylate, U.S.P. (visc. 4,000 through 15,000 cps) 50 lb. bags, i.l., c.i. 30,000-lb. min. divd. zone 1...ton 2.17 -

Hydroxymethyl methacrylate (visc. 50 through 100 cps) 50 lb. bags, i.l., c.i. 30,000-lb. min. divd. zone 1...ton 2.64 -

8-Hydroxyquinoline (see Oxyquinoline)

Hypochlorite, anhyd., 50% dms, c.i. works...lb. 3.15 -

Iron, purf., powd., pails, 10-100-lb. tons...lb. 1.00 -

Iron oxide, black, syn. bgs, c.i. f.r. equalized...lb. 68.1% 75%

Iron oxide, brown, syn. bgs, c.i. f.r. equalized...lb. 68 78%

Iron oxide, metallic brown, t.i., bgs, c.i. f.r. equalized...lb. 13 15

Iron oxide, red, dom. pure, bgs, c.i. f.r. equalized...lb. 275 40

Iron oxide, yellow, syn. bgs, c.i. f.r. equalized...lb. 18 28

Iron oxide, white, bgs, c.i. f.r. equalized...lb. 80 80

Iron oxide, yellow, t.i., works, light...lb. 75 80

Iron oxide, yellow, t.i., works, light...lb. 75 80

Iron oxide, yellow, t.i., works, light...lb. 35 35

NOTE: Prices vary and are either freight collect or freight equalized depending on producer and location.

Hydrocarbons, acetate, micronized, dms, 25 kilos or more, gram...70 -

Hydrocarbons, alcohol, micronized, dms, 25 kilos or more, gram...70 -

Hydrofluoride acid, anhyd. (see Hydrogen fluoride)

Hydrofluoride acid, aqueous, 70% 1.5%...ton 43.00 -

Hydrofluoride acid, 15-gal. dms, 1.0, works, 30% basis, ton 190.00 210.00

Hydrogen bromide, anhyd. cyst, extra, 30,000-lb. f.o.b. works, lb. 7.00 -

Hydrogen chloride, anhyd., 50-lb. cyst, c.i. works, lb. 65 -

800-lb. cyst, c.i. works, lb. 62 -

Hydrogen chloride, anhyd., tube 100-ft. seller's trailer, min. 100,000-lb. seller, lb. 37 -

lube trailers, buyer's trailer...lb. 27 -

Hydrogen chloride anhyd., tanks, works...ton 270.00 -

Hydrogen cyanide, 99.5% tanks, works...lb. 60 -

Hydrogen fluoride, anhyd., tank car, c.i. f.r. equalized...lb. 6875 -

Hydrogen peroxide, 35% tech., tanks, works, 1.0, f.r. equalized...lb. 5255 -

60% tanks, f.r. equalized...lb. 5225 -

70% tanks, f.r. equalized...lb. 45 -

Hydrogen sulfide, liq., 99.25% min. seller's tanks, works...lb. 12 -

170-lb. cylinders...lb. 2.27 -

Hydroquinone, photo grade, consumers, etc., i.l., divd. 2.54 -

toch., dms, c.i. divd. 1.95 -

Hydroxycellulose, t.i., divd. 2.07 -

Lake Ca, red toner, (red 63) bbls, f.t. add...lb. 5.70 -

Lanolin, amyd., cosmetic, 400-lb. tons...lb. 1.18 1.25

Iron oxide, brown, syn. bgs, c.i. f.r. equalized...lb. 1.15 -

Iron oxide, metallic brown, t.i., bgs, c.i. f.r. equalized...lb. 1.08 113

Lard (See Oils, Fats & Waxes market report)

Lard, red toner, (red 63) bbls, f.t. add...lb. 34 -

Lard, extra, winter-strained, dms, c.i. f.r. equalized...lb. 41 -

Lard, extra, winter-strained, dms, c.i. f.r. equalized...lb. 33 -

Lard, prime, burning, dms, c.i. f.r. equalized...lb. 5.80 -

Lard, prime, burning, tanks, same basis, t.i., works, light...lb. 75 80

Lard, prime, burning, tanks, same basis, t.i., works, light...lb. 35 -

Lard, prime, burning, tanks, same basis, t.i., works, light...lb. 35 -

Lard, prime, burning, tanks, same basis, t.i., works, light...lb. 1.35 140

Lithium hydride, c.i. t.i., divd. 10,000 or more, bgs, c.i. f.r. equalized...lb. 23.50

Lithium hydroxide, monohydrate, dms, c.i. t.i., divd. 1.93

Lithium hypochlorite, c.i. t.i., works, t.i., tech. (under 2% f.o.b.) 400-lb. tons...lb. 1.15 -

Lithium metal, 1,000-lb. lots or more, dms, t.i., divd. 22.70

Lithium nitrate, tech., dms, 100-lb. lots...lb. 245.00

Lithium sulfate, fertilizer, 200-lb. tons, f.t. add...lb. 3.25

Lithium sulfate, anhyd., t.i. divd. 1.01

Lithium sulfate, anhyd., t.i. divd. 3.09

Lithium sulfate, anhyd., t.i. divd. 1.01

Lithium sulfate, anhyd., t.i. divd. 3.09

Lithium sulfate, anhyd., t.i. divd. 1.01

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Lithium sulfate, anhyd., t.i. divd. 3.09

Lithium sulfate, anhyd., t.i. divd. 1.01

Lithium sulfate, anhyd., t.i. divd. 3.09</

CHEMICAL PRICES

WEEK ENDING DEC. 13, 1986

CHEMICAL PRICES		WEEK ENDING DEC. 12, 1986			
Perchloroethylene, dry cleaning grade, distr., tanks, divd.	lb.	28½	—		
Phthalocyanine blue toner, water dispersable, bbls., same basis	lb.	9.45	17.30		
Phthalocyanine green toner, all grades, bbls., frt. alrd. E. of Rockies	lb.	9.30	14.00		
Phthalocyanine green toner, resinated, bbls., same basis	lb.	8.65	9.45		
Phthalylsulfacetamide, dms., 500-kilo lots	kilo	6.61	—		
Picoline, refd, mixed, bulk	kilo	2.81	—		
Picric acid, pure paste, 25-lb. cans, c.i., dry basis, f.o.b. Charlotte, N.C.	lb.	6.00	—		
tech., paste, 25-lb. cans, c.i., dry basis, f.o.b. Charlotte, N.C.	lb.	5.00	—		
Pigment green B, kgs.	lb.	2.20	—		
Pilocarpine hydrochloride, USP, 100-mgs.	kilo	1,500.00	2,000.00		
Potassium bichromate, gran., 400-lb. dms., c.i., L.I. works	lb.	.48	—		
Potassium bifluoride, tech., dms., t.i., works, frt. equilid.	lb.	.45	.49		
Potassium bitartrate, NF, gran., powd. bgs.	lb.	.80	1.20		
Potassium borohydride, powd. dms., 100-1,000 lbs., works	lb.	18.00	20.00		
Potassium bromate, gran., powd. 200-lb. dms., c.i., f.o.b. works	lb.	1.08	—		
Potassium bromide, NF, gran., dms., c.i. f.o.b. works	lb.	1.12	—		
Potassium carbonate, liq., 47% K ₂ CO ₃ , tanks, t.w. works	100 lbs.	14.60	—		
dms., c.i., t.i. works	100 lbs. calcined, 99-100% K ₂ CO ₃ , hopper cars or trucks	20.65	—		
works	100 lbs.	32.50	—		
Potassium tetraborate, gran., bgs., c.i., works	lb.	1.10	—		
— same basis	lb.	1.18	—		
Potassium tetraborate powder 15c, per ton higher	lb.				
Potassium thiocyanate, USP, cryst., 225-lb. dms., 5-dm. lots	lb.	4.01	—		
tech., cryst., dms., L.I. works	lb.	.82	—		
Potassium titanate, ctms., c.i., works	lb.	.71%	—		
Potassium-titanium fluoride, tech., dms., L.I. works, frt. equilid.	lb.	1.24	1.59		
Potassium-zirconium fluoride, tech., dms., t.i., works, frt. equilid.	lb.	.78	—		
Prednisone USP, dms., 5 kilos or more	gram	1.03	—		
Prednisolone acetate, USP, dms., 5 kilos or more	gram	1.12	—		
Prednisolone, anhyd., USP, dms., 5 kilos or more	gram	1.12	—		
Rubber oil, refined dms, t.i.	lb.	1.25	—		
Robotic acid (see Castor oil acids, spin).					
Rochelle salt (see Potassium-sodium tartrate).					
Roof pitch (see Coal tar pitch, roofing.)					
Ros. of. nat., NF, Bulgarian, otto.	bot.	kilo	5,700.00		
Turkish, otto, bats	kilo	6,500.00	7,500.00		
Rosmarinol, NF, Spanish, dms.	kilo	9.00	11.00		
Tunisian, dms.	kilo	15.00	17.50		
Azone resin, 30-45%, 100-lb. dms. works	unit-lb.	.21	.24		

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Refined oil, refined dms. t.i. lb	1.26	-
Boric acid (see Castor oil acids, spinal).		
Botulin (see Potassium-sodium tartrate).		
Roof pitch (see Coal tar pitch, roofing.)		
Res. of nat., NF, Bulgarian, otto. bals. kilo. 5,700.00		
Turkish, otto, bals. kilo. 6,500.00	7,500.00	
Rosemary oil, NF, Spanish, dms. kilo	9.00	11.00
Tunisian, dms. kilo	15.00	17.50
Asalone resin, 30-45%, 100-lb. dms. works. unit-lb.	.21	.23
<hr/>		
Sodium bicarbonate, USP, powd., reg. grade, bgs., c.i., t.i., works, frt. equival. 100 lbs.	17.05	-
coarse, same basis. 100 lbs.	18.05	-
fine, same basis. 100 lbs.	17.20	-
gran., same basis. 100 lbs.	17.85	-
gran., fine, same basis. 100 lbs.	17.80	-
Sodium bichromate, gran., bgs. c.i., t.i., works, frt. equival. lb.	.57	-
Sodium bifluoride, 400-lb. dms., c.i., frt. equival. lb.	.78	-
100-lb. bgs., c.i., same basis. lb.	.78	-
Sodium bisulfate, bulk, c.i., works. ton	175.00	-
dms., c.i. 100 lbs.	13.00	-
Sodium bisulfite, anhyd. bgs., c.i., t.i., works, East. 100 lbs.	28.50	-
works, West. 100 lbs.	32.00	-
Sodium bisulfite, sph., 38%, bulk, 100% basis, works, East. 100 lbs.	20.80	-
sph., 100% bulk works, West 100 lbs.	20.00	-
Sodium orthosilicate, tech., anhyd., bgs., c.i., works. 100 lbs.	34.50	-
silicate, tech., hydrated, flakes, dms., c.i., works. 100 lbs.	27.45	-
bgs., c.i., works. 100 lbs.	26.25	-
Sodium oxalate, 69%, bgs., t.i., works. lb.	.45	-
Sodium pentachlorophenate, beads c.i. 30,000-lb min. lb.	.67	-
bgs. lb.	.68	-
Sodium pentobarbital (see Pentobarbital-Sodium).		
Sodium perborate, tetrahydrate, tech., bgs., c.i., t.i., works. lb.	.32½	.38½
Sodium perulfate, 225-lb. dms., 24,000 lbs. or more, t.o.b. plant. lb.	.63½	-
65-lb. bgs. same basis. lb.	.82	-
Sodium phenobarbital (see Phenobarbital-Sodium).		
Sodium phenosulfonate, powd., dms., lb.	.76	-
Sodium phosphate, anhyd., dibasic tech., bgs., c.i., t.i., works, frt. equival. 100 lbs.	54.50	-

CHEMICAL PRICES

WEEK ENDING DEC. 12, 1986

CHEMICAL PRICES

Perchloroethylene, dry cleaning grade, 5000

Perchloroethylene, dry cleaning grade, dist., tanks, divd.	lb.	28%	-	Pigment green B, kgs.,	lb.	2.20	-	calcined, 99-100% K_2CO_3 , hopper cars or truck s. works	lb.	32.50	-	kilos or more	gram	1.12	-
Indust., grade, consumers, tanks, divd.	lb. . . . .	.31	-	Pilocarpine hydrochloride, USP, dms.	lb.	1,500.00	2,000.00	100 lbs.	lb.	35.20	-	Prednisone, anhyd., USP, dms.	lb.	1.12	-
Perfumed, dms.	lb.	2.55	-	Pimento see Allspice	lb.	13.90	-	100 lbs.	lb.	36.40	-	Sorbar NF, gran., soluble, dms.	lb.	2.50	2.7
Permanent red 2B, (red 48), calcium salts, dms., frt. alid.	lb.	5.25	-	Pimento leaf, dms.	lb.	1.80	-	400-lb. dms., 5-dm. lots.	lb. . . . .	.40	.46	Sorbar NF, novd., soluble, dms., less than 20,000-lb. lots, frt. alid.	lb.	3.75	-
barium salts, same basis	lb.	5.25	-	Pine oil, 80% min. alcohol content, bulk, f.o.b. works	lb.	47.00	53.00	100 lbs.	lb. . . . .	.40	.46	Sorbar NF, non-break, tanks, N.Y., N.Y., divd.	lb. . . . .	.50	.78
Peru balsam, f.o.b.	lb.	3.25	-	Potassium carbonate, gran., purif.	lb.	100 lbs.	100 lbs.	100 lbs.	lb. . . . .	.40	.46	Spanol, N.Y., divd.	lb.	1.95	-
Petigrain oil, Paraguay	lb.	6.00	-	Potassium chlorate, cryst., dms., c.l.	lb.	1.82	-	100 lbs.	lb. . . . .	.30	.36	Sparaxine, Dalmatian, No. 1, bgs.	lb.	1.65	-
Petrolatum, USP, snow white, dms., c.l., refy.	lb. . . . .	.365	-	Potassium chlorate, cryst., dms., c.l.	lb. . . . .	.18	.23	100 lbs.	lb. . . . .	.30	.36	Spanol, bgs.	lb.	1.25	1.4
tanks, refy.	lb. . . . .	.300	-	Potassium chlorate, cryst., dms., c.l.	lb. . . . .	.35	.40	100 lbs.	lb. . . . .	.40	.46	Turish.	lb.	1.25	-
USP, soft white, dms., c.l., refy.	lb. . . . .	.365	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	100 lbs.	lb.	105.00	-	Sparaxine, French, bogs.	lb.	165.00	180.0
tanks, refy.	lb. . . . .	.300	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	USP, crystal, dms.	lb.	1.12	-	Sparaxine, Dalmatian, cns.	lb.	14.50	-
USP, lily white, dms., c.l., refy.	lb. . . . .	.360	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	USP, gran., dms.	lb. . . . .	.67	-	Spanish, cns.	lb.	19.00	21.0
Petrolatum, USP, lily white, tanks, refy.	lb. . . . .	.295	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	USP, gran., dms.	lb. . . . .	.67	-	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, divd.	lb.	1.07	1.1
USP, cream, dms., c.l., refy.	lb. . . . .	.355	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	Propyl paraben (see n-Propyl-p-hydroxybenzoate)	lb.	1.23	-	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, one ship.	lb.	1.23	-
tanks, refy.	lb. . . . .	.290	-	Potassium chloride, chemical grade, 99.95% KCl , bulk, c.l., f.o.b. works	ton	1.80	-	Propyl thiomalate, dms., 50-kilo lots or more	lb.	55.00	-	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, medium, coarse, same basis	lb.	1.68	-
USP, soft yellow, dms., c.l., refy.	lb. . . . .	.340	-	Potassium chromate, purif., cryst., dms., works	lb. . . . .	.67	-	Propylene, polymer grade, f.o.b. Tex. and La. Gulf Coast points	lb. . . . .	.75	.80	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
tanks, refy.	lb. . . . .	.275	-	Potassium chromate, purif., cryst., dms., works	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
USP, amber, dms., c.l., refy.	lb. . . . .	.335	-	Potassium cyanide, dms., 20,000-lb. lots or more, f.o.b. works	lb.	1.32	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
tanks, refy.	lb. . . . .	.270	-	Potassium dichromate (see Potassium bichromate)	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Petroleum pitch (see Asphalt, petroleum)	lb.	1.00	-	Potassium fluoride, anhyd., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Petroleum sulfonate, 60-82%, sulfonic com., HMW, bulk, works	lb. . . . .	.481	.49	Potassium gluconate, dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
MMW, same basis	lb. . . . .	.49	-	Potassium hydroxide, USP, pellets, nat., f.t.i.	lb.	1.32	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
LMW, same basis	lb. . . . .	.49	.4914	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Prices for 51% sulfonic content 2c per lb. lower on corresponding molecular wts.	lb.	1.00	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenacetin USP, powd., 200-lb. dms., 1,000-lb. lots, divd.	lb.	2.20	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
100-lb. dms., 1,000-lb. lots, divd.	lb.	2.22	2.45	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
p-Pheneldidine, dms., c.l., f.o.b.	lb.	2.00	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenobarbital, USP, dms., 500-kilo lots, 1.0-b. works	lb.	19.60	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenobarbital-sodium, NF, 500-kilo lots, f.o.b. works	lb.	27.00	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenol, syn tanks, frt. equid.	lb. . . . .	.25	.29	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
p-Phenoxylic acid, 65% sol'n, dms., c.l., f.o.b. works	lb. . . . .	.64	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
tanks, same basis	lb. . . . .	.58	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenoxyline, indust. grade, 50-lb. bags, c.l., f.o.b. works	lb.	2.33	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenyl acetate, dms., 100-lb. lots, works	lb.	1.04	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenylacetic acid, pure cryst., 25-lb. cans	lb.	4.50	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
d1-Phenylalanine, dms., 25-kilo lots	lb.	84.00	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
1-Phenyl-3-carboxy pyrazolone-5, dms., 200-lb. lots, divd. E.	lb.	3.45	-	Potassium iodide, USP, gran., cryst., dms., f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
m-Phenylenediamine, cast, dms., c.l., f.o.b. works	lb.	2.07	-	Polyethylene resin, low-density g.p. resin	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
o-Phenylenediamine, naked, dms., f.t.i.	lb.	3.25	-	Polyethylene resin, low-density injection molding, g.p., hopper cars, f.t.i.	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
p-Phenylenediamine, naked, dms., f.o.b. works	lb.	4.00	-	Polyethylene resin, low-density g.p. resin	lb. . . . .	.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb. . . . .	.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenylephrine hydrochloride, USP, 100-kilo lots or more	lb.	175.00	185.00	Polyethylene resin, low-density g.p. resin	lb.67	-	Propylene oxide, tanks, f.o.b. works, frt. equid.	lb.47	.52	Sparaxine, N.Y., gran., powd., dms., 2,000-lb. lots, fine	lb.	1.68	-
Phenylethyl acetate, dms.	lb.	3.35													

AARON

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LIQUIDATION SALE

LARGE POLYSTYRENE PLANT

ILLINOIS LOCATION

21899-Pfaudler Reactor, 1,500 gal, 316L, 93 dimple jkt.
21898-Pfaudler Reactor, 10,000 gal, 316L, 93 clad, 60
HP, (2)
21900-Pfaudler Reactor, 15,000 gal, 316L, 93 dimple
(2)
21897-Metal Arts Corp. vessel, 17,000 gal, vert, 317L,
89, (2)
21894-Brighton Corp. Tank, 12,000 gal, vert, solid
316L, 95, (2)
21875-Bins, 175 cu. ft., S/S, cone bottom flat top, (4)
21881-Bins, 450 cu. ft., C/S, epoxy lined, (2)
21890-Bins, 450 cu. ft., C/S, epoxy lined, (2)
21895-Bins, 500 cu. ft., C/S, epoxy lined, flat top, con-
ical bottom, (4)
21818-Workington cant. pump, C/S, 15HP, 200 GPM at
44 psig (2)
21819-Union Pump-Inline, C/S, mod. 4x9x3.5 VCK, 40
HP, (4)
21900-Ede-Renneburg Rot. Dryer, S/S, steam heat, 10
HP, (4)
21881-Weiner, C/S steam, type B/F 2400 (2)
21814-Flootrac bin vent, filter, 122 sq. ft., 2 bags.
21880-BinFeeder twin screw, S/S mod. 5400-150 (4)
21891-Sparkler filter, 352 cu. ft., C/S, mod. VR-32-32.
21882-Screw conveyor, 304 SS, 7' dia. x 12', 1.5 HP.
21872-Weiner extruder, 301 L/D, 400 HP.
21870-Weiner extruder, 301 L/D, 600 HP.
21876-Cond. pelletizer, 301 L/D, 1024, 40 HP, (2)
21871-Water filter, S/S, portable, (4)
21867-Ross Static Mixer, 304SS, 3" x 8 element, (4)
21817-Ingestor pump, in-line pump, C/S, 30 HP.
21815-Bin, C/S turbine pump, 100 HP, (2)
21813-Workington cant. pump, S/S, 20 HP, (4)
21812-Union Pump-Inline, S/S, 7.5 HP (2)
21810-Tank, 840 gal, flat top & bottom.
21820-Modem Welding Tank, 4800 gal, horiz, rubber
lined.
21878-German Rupp pump, centrifugal C/S, mod.
82EZ, (2)
21871-Polymer extruder 8", 80:1 L/D ratio, 600 HP.
21882-Buffalo blower, size 30, 100 HP (2)
21808-Buffalo exhaust fan, type 8, 15 HP.
21880-Buffalo Blower, C/S, 40-32B, 40 HP, (4)
21822-Buffalo blower, mod. 45-32B, 75 HP, (2)
21883-Bld, 32x50 centrifuge, 8011 gearbox, (2)



21888-Bird Centrifuge, 32x50, 8011 gearbox.

21893-Engineering scrubber, mod. A33-14000

21894-Tank, 850 gal, vert, coil for epoxy lined.

21911-Tank, 54000 gal, vert, C/S epoxy coated, flat
top, (2)

21903-Tank, 50,000 gal, vert, C/S epoxy, flat bot, com-
ical top.

21902-Workington compressor, mod. 49B-2, vert, 125
psl, (2)

21879-Sweco after 80", mod. L840988, 2.5 HP.

21923-Kason slitter 80", mod. K80198, S/S, 1HP.

21884-Flotrac/Cyclone mod. FTHEC370-T, 304 S/S
12" dia. dish top, (3)

ATTENTION: EAST COAST BUYERS!

61,000 gal. Tanks, T304SS, 18" dia x 32' H, flat
top & bot. Chemhear Agit., mod 7-HTD-20, 20
HP, 27 RPM, (4)

FILTER PRESSES

19849-Shriver P/P filter press, 12" x 12" alum. plates,
closed delivery, 23 chambers.
20234-Sperry Filter Press, 30", alum.
20238-Sperry filter press 30", 35 aluminum plates, 357 sq.
15370-Shriver 32" x 32", polypropylene, 27 plates, ratchet
closing.
15292-Shriver ALP, plate & frame, 18 3/8" x 36", S/S re-
cessed plates.
19799-Clow/Bethlehem filter press, 36", recess plates, 25
chambers.
20076-Sperry filter press, 36", cast iron plates, closed deliv.
19462-Independent filter press, 42" x 42", polypropylene,
4 eye closed, 34 chambers.
20550-Sperry filter press, 42" EHC closer, 41 alum. plates.

CANADIAN BUYERS LIQUIDATION-QUEBEC

22373-Reactor, 3500 gal, 8" x 9", S/S clad, agit, simple
jacket.
22361-Reactor, 5000 gal, 10" x 92", T316 clad, Internel
350 lb., Jkt 75 lb., agit, 30HP, vari-speed, (2)
22379-Philadelphia, 7631 agit drives, 10HP, S/S (4)
22380-Sleebachik, 400-400 centrifuge conturtech horz.
screen, 20, 10H.
22385-Cimex water cooler LFV15172, 40 tons.
22385-Cyclone separator, 40" dia. x 2' plus 6" cone, S/S,
Joy tan 15 HP.
22375-Sweco 30", 3 deck, S/S, 1/2 HP (2)
22387-Weaukesha mod. 300, Sanit pump, 6" x 6", 15 HP.

FILTER-ROTARY VAC.

15828-Bird, 24" x 24" steel, conical bowl.
20282-Bird, 24" x 24" steel, con. bowl, gearbox.
20819-Bird, 24" x 38", S/S, 15 degree, contour bowl.
22361-Reactor, 5000 gal, 10" x 92", T316 clad, Internel
350 lb., Jkt 75 lb., agit, 30HP, vari-speed, (2)
22379-Philadelphia, 7631 agit drives, 10HP, S/S (4)
22380-Sleebachik, 400-400 centrifuge conturtech horz.
screen, 20, 10H.
19767-Used Shpeler, 3 phase, P3000, S/S, carbide
20407-Shpeler P2000 316SS, 20 HP, drive motor.
21359-Shpeler P3000, S/S gearbox.
20686-Shpeler, 521 gear, S/S casting.
19249-Shpeler, P3400, S/S, gearbox & motor.
22375-Shpeler, P5000, 316/317SS, 200 HP, gearbox.

CENT-BASKET VERT.

15828-Bird, 24" x 24" steel, conical bowl.
17477-FE, Inc., 3" dia x 5", T316SS, belt disc, vac pump.
11177-Dorr Oliver S/S, 6" dia x 6".
11683-Oliver 7" x 10", 316SS, precoat 53" x 8".
19431-K.S. flexibelt, 6" dia x 8" face, 316SS.
18382-Emco belt filter, 8" x 10" face, max belt, S/S.
15827-Amstek, 8" dia x 14" face, max belt, S/S.
17936-Emco, 316SS, 10" dia x 14", knife discharge.
17283-Impeco filter, 12" dia x 12", 304SS, Nashvacuum.
20251-K. S. T304, vacuum filter, 12" dia x 14", 304SS.
20233-Dorr Oliver 11" x 18" face, S/S cont. parts.
11486-Emco 10" x 10" rotary vac. filter.

PRESSES

UNUSED Manesty Express, 10 ton, 20 stations.
11602-Colon Press mod. 280, 31 die stations, 1800 TAB.
21382-JJ Stokes rotary tablet, 15 station, 10 ton.
21418-Manesty rotary tablet, 18 station, 10 ton.
14425-Stokes Tab Press mod. 651, 51 station, 4 ton.
21417-Stokes rotary, 27 station, 4 ton, double sided.
503881-Konark Greaves, mod. 75AMS inquiting press,
20.5" dia x 4.5" face.
13382-Filtratek Chitosan, 60 HP, mod. HA-50-20-210.
18802-Stokes single punch press, 900-330-1 (4), 12 ton.
17224-Dorit compact, series TPA15, 20 ton.
10890-Stokes, mod. R-4 pres, 20 ton.

FILTER PRESSES

19848-Shriver P/P filter press, 12" x 12" alum. plates,
closed delivery, 23 chambers.
20234-Sperry Filter Press, 30", alum.
20238-Sperry filter press 30", 35 aluminum plates, 357 sq.
15370-Shriver 32" x 32", polypropylene, 27 plates, ratchet
closing.
15292-Shriver ALP, plate & frame, 18 3/8" x 36", S/S re-
cessed plates.
19799-Clow/Bethlehem filter press, 36", recess plates, 25
chambers.
20076-Sperry filter press, 36", cast iron plates, closed deliv.
19462-Independent filter press, 42" x 42", polypropylene,
4 eye closed, 34 chambers.
20550-Sperry filter press, 42" EHC closer, 41 alum. plates.

FILTER PRESSES

22210-Bertrams, S/S 6' dia. x 12'
dished heads, half pipe coil jacket
200 psi, 20/13 HP, unitized, (2)

FILTER PRESSES

22215-Wilma Bladder Press, S/S, 38" dia. x 96"
long, horiz, 5 HP, unitized, (2)

DUST COLLECTORS

21125-Fabri-Jet 10" dia S/S bin vent, 42 sq. ft.
18388-Micro dust collector, 5' x 3' sq. ft., mod. 9-8-100,
sq. ft.
21183-bin, 20,000 gal, vert, C/S epoxy, flat bot, com-
ical top.
21903-Tank, 50,000 gal, vert, C/S epoxy, flat bot, com-
ical top.
21902-Workington compressor, mod. 49B-2, vert, 125
psl, (2)

21879-Sweco after 80", mod. L840988, 2.5 HP.

21923-Kason slitter 80", mod. K80198, S/S, 1HP.

21884-Flotrac/Cyclone mod. FTHEC370-T, 304 S/S
12" dia. dish top, (3)

SCREENS

21203-Sprout-Waldron filter, D10, 6 decks.
21150-Sprout-Waldron, D10, 1 HP, 10 decks, S/S cont.
21167-Sprout-Waldron, D10, 2HP, 10 decks, S/S cont.

NEW SANITARY RIBBON MIXERS

(Available From Stock)
Quoted as standard, available with ASME code
clamps/jackets
Cylindrical shell:
14, 24, 36, 55, 80, 100, and 150 cu. ft. mixers,
Call Steve: (312) 350-2200

UNUSED CENTRIFUGES

21593-Shpeler P5400 Sanitary Cen-
trifuges w/200 HP motor, 25 HP back-
drive, gearbox, 5" pitch conveyor, CIP,
control panel (2) LATE MODEL

CENTRIFUGES

20827-Bird, 18" x 24" steel, conical bowl.
20819-Bird, 24" x 38", S/S, 15 degree, contour bowl.
22361-Reactor, 5000 gal, 10" x 92", T316 clad, Internel
350 lb., Jkt 75 lb., agit, 30HP, vari-speed, (2)
22379-Philadelphia, 7631 agit drives, 10HP, S/S (4)
22380-Sleebachik, 400-400 centrifuge conturtech horz.
screen, 20, 10H.
19767-Used Shpeler, 3 phase, P3000, S/S, carbide
20407-Shpeler P2000 316SS, 20 HP, drive motor.
21359-Shpeler P3000, S/S gearbox.
20686-Shpeler, 521 gear, S/S casting.
19249-Shpeler, P3400, S/S, gearbox & motor.
22375-Shpeler, P5000, 316/317SS, 200 HP, gearbox.

ROTARY VAC DRYER

22343-NFM Term. Winder, 48-46 w/2 adjusto speed
motors, 1 HP
22346-Sheet Coaster, 54" steam heated.
23344-Christian Ribbon Blender, 30 cu. ft., C/S
dbl spiral Ribbon Inner & Outer
24900-Gemco 10 cu. ft., S/S, jkt, L/S processor
22491-Conair Water Chiller, 7.5 ton, (3)
24988-Conair mod. Plow, 1500 gal, 316 SS, 60 HP
22493-Acrosin mod. 203-1052, 1/2", 2", 4" aug.
w/drives, (3)
22497-Sparkler mod. 18511, T304 S/S
22498-Walter 750 gal, reactor, FV/100 lb., jkt 40 lb.
30 HP vari dual motor.
22487-Walter 225 gal, reactor, FV/100 lb., jkt 40 lb.
10 HP vari dual motor.
22487-Walter 225 gal, reactor, FV/100 lb., jkt 40 lb.
10 HP vari dual motor.
22485-Stokes mod. 280, 100 ton pres.

MIXERS - PLOW

50375-Littleford, FKM 800D, SS jacketed, 25 HP.
20754-Littleford, FKM 3000D 65 CF, S/S, full jacket.
19214-New Plow Mixer, 80 cu. ft. 3475S, jacket, 10HP.
20289-Littleford FKM 4200D, S/S, 87 cu. ft., 30T.

MIXER RIBBON

21120-Ribbon Blender, 9/3 cu. ft., 10" dia., 150 psi.
20747-Read ribbon blender, 14" dia., 304SS, 316P.
20616-Used rotary, 23 cu. ft., 5HP.
20189-Robinson, 25 cu. ft., 5" dia., 5HP, 10T.
20805-Int'l 34 cu. ft. 6/8 dia. x 42", 5HP, (4)
20212-Haas ribbon, 36 cu. ft., S/S, 15 HP.
19282-Ribbon Mix 80 cu. ft., T304 SS, 5 HP (4)
19528-Haas 36 cu. ft., S/S, 15 HP.
19283-Strong Scott blower, 130 cu. ft., 304SS, 25/60 psi
motor.
20683-Strong Scott blower, 130 cu. ft., 304SS, 25/60 psi
motor.

FILTER PRESSES

22210-Bertrams, S/S 6' dia. x 12'
dished heads, half pipe coil jacket
200 psi, 20/13 HP, unitized, (2)
21224-Ribbon Blender, 304SS cu. 180 cu. ft., 30HP.
20314-Used JJ Day ribbon, S/S 270 cu. ft., 25 HP.
21114-JJ Day ribbon blower, S/S clad, 75 HP, 400 cu. ft.
1000 gal.

MIXER/EXTRUDER

22357-UNUSED Tank, 100 gal, T304SS, 30" dia., DH
22283-UNUSED Tank, 100 gal, T304SS, 4" OD, DH
22286-UNUSED Tank, 120 gal., T304SS, 5" dia x 7' H, DH
15283-Tank, S/S vert, 1200 gal., 8" dia x 16', flat top & bot.
22285-UNUSED Tank, 1800 gal., T304SS, 6" dia x 7' H, DH
22254-UNUSED Tank, 3000 gal, T304SS, vac, 5" dia x
21' H, DH
20851-Tank, 8000 gal, agit, 12" dia x 14" H, H
20855-Tank, S/S, 12000 gal., 12" dia x 14", flat bottom,
open top.
17043-Jet Cat horz. tank, 304SS, 16,000 gal., 12" dia x
22"

CMR MARKETPLACE

CHEMICAL MARKETING REPORTER'S CLASSIFIED ADVERTISING SECTION

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RATES/Classified Ads: \$57.75 for 36 words or less; \$9.75 for each additional six words or fraction. No display. First two words printed in bold face type. Non-display advertisements payable in advance, except for contract customers (not subject to agency commission).

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Hazardous Waste Facility — For Sale — Southeast. Just off major interstate, 4 year fuel blending history. NPDES/Transporter's/Ref RCRA Part B Storage and Treatment permits in place. Write or call: Stolt, P.O. Box 901, Midlothian, VA 23113. (804) 272-2893.

CHEMICALS OFFERED

Morgan Chemicals of California offers the following. In good condition, at half off list price. California: 13 drums Alkaline Dyo27 Epoxy Resin Diluent, 16 drums Witco Glycerol Monoglycolate (Flexicon 13), 350 cubic feet ion exchange resin, 12,000 lbs various grades atomized aluminum powder by 3m, 8 drums Microsil phenolic, 5000-3 oz. tubs d.c. 3145 electronic clear silicone sealant, 900 lbs. lead fluoride, 14 drums epoxy amine 2911, 415-891-2323 & 415-822-7733.

CHEMICALS OFFERED/WANTED

Morgan Chemicals of California offers the following. In good condition, at half off list price. California: 13 drums Alkaline Dyo27 Epoxy Resin Diluent, 16 drums Witco Glycerol Monoglycolate (Flexicon 13), 350 cubic feet ion exchange resin, 12,000 lbs various grades atomized aluminum powder by 3m, 8 drums Microsil phenolic, 5000-3 oz. tubs d.c. 3145 electronic clear silicone sealant, 900 lbs. lead fluoride, 14 drums epoxy amine 2911, 415-891-2323 & 415-822-7733.

REPRESENTATION WANTED

You Man in Spain for pharmaceutical raw materials? Please write to: Mario Oro, Calle Manisa 43, 08034-Barcelona, Spain. Tel: 51.130 for code 16.00.009. Tel: N°204.57.78-204.25.63.

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Custom solid packaging and distribution in the port of Mobile. Multi-wt bags, bulk bags, drums and bulk. Screening, repackaging and warehousing. Rail and truck facilities. Contact: Philip Hahn, SEAPAC, Bldg. 14A, Brockley Complex, Mobile, AL 36615. 205/433-3541.

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Chem/Mart Corp. will buy all of your surplus or off spec. chemicals, plastics, pharmaceuticals and resins. Current bargain offerings: Der 697 Resin; 19Mbs. Kraton 04141; Calcium Acetate, U.S.P. and Gelat. Acid, 18 dr. 3,4-Dimethylaniline and 10Mbs. Cadmium Bromide, 99 percent. Prompt efficient National service. Chem/Mart Corporation 640 N LaSalle St. Chicago, IL 60610. (312) 787-9800.

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Active Buyer of surplus chemicals, pigments, dyes, resins, waxes, plastics etc. Call toll free 1-800-631-3337 or 617-829-8736. Dear Polymer Corp. Chemical Div. 17 Industrial Drive, Holden, MA 01520.

All Surplus — Chemicals — Resins — Oils — Colors Solvents — Plastics — Specialties — Intermediates — bought by: Rambach Chemical Co., Inc. 52 Vesey Street, PO Box 5187, Newark, NJ 07105. Phone: (201) 589-7774.

Chem for your surplus chemicals, resins, colors, pharmaceuticals, dyes, other raw materials; by products, wastes, residues and off-spec materials. Morgan Chemicals Inc., 550 Main Street, Williamsville, NY 14221 (716) 632-4000; Tel: 919133.

Realize Top Value from the sale of your surplus Chemicals. We buy surplus Chemicals, Plastics, Resins, Waxes, etc. Sommar Chemical Co., P.O. Box 494, Fair Lawn, NJ 07410. Phone: (201) 761-2448; Telex: 13-0434.

Rasny Corp. will buy your surplus chemicals, resins and resinous byproducts, catalysts, off spec or contaminated material, surplus etc. containing any base, precious, refractory, minor etc. metals. Sharper Alloy Inc., P.O. Box 231, St-Jean-Sur-Richelieu, Quebec, Canada. Tel: 514-349-2534.

Surplus Chemicals: Wanted, high prices paid-for surplus chemicals, resins, pharmaceuticals, colors, plasticizers, solvents, waxes, etc. Prompt and efficient service. Try us for better prices. Chemtak Inc., 107-27 180th Street, Jamaica, NY 11433. (718) 858-0400-01.

Surplus Wanted: Chemicals, pharmaceuticals, dyes, solvents, pigments, waxes, other raw materials. Over 55 years service Chemical Service Div., P.O. Box 848, 97-05 Ongley St., Rockville Centre, NY 11571. (516) 538-5533.

We Buy Surplus chemicals, colors, resins, solvents, plasticizers, waxes, etc. Over 60 years of service to industry. Eastern Color & Chemical Co., Inc. 65 Roosevelt Ave., Dept. C, P.O. Box 1029, Valley Stream, N.Y. 11582. (516) 781-4445.

EQUIPMENT OFFERED

Diamantier has used process equipment for sale: Columns, Exchangers, Heaters, Reactors, Pressure Vessels, Tanks, etc. Midwest Steel Co., Inc. 9825 Moers Road Houston, Texas 77075. 713/891-7843.

Process Equipment for Sale: Baker-Perkin Ter-Meer centrifuge 316SS, 5/ton/hour capacity with hydraulic push for unloading. Aeromatic fluid bed dryer 316SS, 200 kg/hour capacity. Baltimore air-coil cooling tower 125 ton. 881-767-2038.

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EQUIPMENT WANTED

"Sigma Blade Double Arm Mixer, 400 to 600 gal. jacketed and stamped, minimum 100 HP, bottom discharge. Call: W. W. Smith Co. De Seta, H.L. Industries Ltd., 2323 Royal Windsor Dr., Mississauga, Ontario, Canada, L6J 1K6. (416) 823-3200."

CHEMICAL IMPORTS

Continued from Page 45

PURBORATE ANHYDROUS Degussa 318 dms (117779 lbs) (Darl Continent) Bremenhaven, 11/6.

PERCHLOROETHYLENE Powell Duftynn Terminal 1 bts (2000 lbs) (Darl Continent) Antwerp, 11/24.

PERCHLOROETHYLENE Briketts in Inter Vessel 1 bts (1101991 lbs) (Darl Continent) Bremenhaven, 11/6.

PERCOL 175 Allied Colloids 30 bbl (37399 lbs) (Sea Land Voyer) Rotterdam, 11/6.

PERITONEAL DIALYSIS SOLUTION Delmed 1508 cs (4554 lbs) (Bridgewater) Vilseking, 11/6.

PERITONEAL DIALYSIS SOLUTION Delmed 1508 cs (4554 lbs) (Bridgewater) Vilseking, 11/6.

PERITONEAL DIALYSIS SOLUTION Delmed 4284 cs (45223 lbs) (American Aquarius) Rotterdam, 11/6.

PHENOLPHTHALEIN SUP Lyden Custom Expeditors 200 kgs (13228 lbs) (American: New Jersey) Hong Kong, 11/6.

PHENYL ETHYL ALCOHOL Polarmex Mfg 80 dms (38977 lbs) (Ming Ocean) Yokohama, 11/6.

PHENYL METHYL HYDROXYL POWDER Kfres 120 pck (9921 lbs) (Stuttgart Express) Antwerp, 11/6.

POLY(VINYL CHLORIDE) POLY(VINYL CHLORIDE) (38625 lbs) (Stuttgart Express) Bremenhaven, 11/6.

POLY(VINYL CHLORIDE) TADIENE RESIN UCC 50 dms (31767 lbs) (Darl Continent) Febkstow, 11/6.

POLY(VINYL CHLORIDE) GLYCOL 14000 500 lbs (23832 lbs) (Ever Genius) Hamburg, 11/6.

POLY(VINYL CHLORIDE) STABILIZER Ciba Geigy 220 dms (23832 lbs) (Ciba Geigy) Hamburg, 11/6.

POLY(METHYLENE POLY(METHYLENE) Montedison 68 dms (38950 lbs) (Sea Land Voyager) Rotterdam, 11/6.

POLY(VINYL CHLORIDE) RESIN Meridian America 800 lbs (44321 lbs) (Ever Genius) Tokyo, 11/6.

POLY(VINYL CHLORIDE) PHOSPHATE 360 lbs (39981 lbs) (Nurnberg Express) Antwerp, 11/6.

POLY(VINYL CHLORIDE) SULFHYDRATE FLAKE UTC 720 bgs (76821 lbs) (Darl Continent) Antwerp, 11/6.

POLY(VINYL CHLORIDE) PHOSPHATE Browning Chemical 980 bgs (50389 lbs) (Browning Chemical) Leghorn, 11/11.

POLY(VINYL CHLORIDE) PHOSPHATE F.C. Degussa 560 bgs (31001 lbs) (Darl Continent) Antwerp, 11/6.

ZIRCONIUM BASIC CARBONATE F. B. Vandem 180 dms (41867 lbs) (Ciba Geigy) Febkstow, 11/6.

Need A Quick Study?

Chemical Profiles

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52 CHEMICAL MARKETING REPORTER December 15, 1986

COATINGS & PLASTICS

Continued from Page 23

the total adhesives market, producers say tell oil resin's share will increase, as users continue to be attracted by its superior color, odor and performance properties.

CARBON BLACK — Columbian Chemicals Company, now a subsidiary of Phelps Dodge Corporation, has announced that it

will raise carbon black prices by 7 to 8 percent, depending on grade, effective January 1. Other producers have not yet made any price changes.

This follows announcements by BTL Specialty Resins the previous week, which increased industrial liquid grade prices by 2c. and powder grade prices by 3c. per pound.

Recently announced phenol price increases are said to have motivated this price increase. A previous attempt to move prices this quarter failed when phenol makers re-scinded increases.

Although prices in this market, kept low by phenol pricing, have been depressed for much of this year, demand has been strong, particularly in construction-related areas.

SPI year-end estimates for the market show phenolic resin production up 3.4 percent from last year, with sales up 4.5 percent.

POLYPROPYLENE — Last week, all but

two major US producers of polypropylene joined in an across-the-board price increase initiative led by Hilmont USA Inc. and Fluka Oil & Chemical Company three years ago.

Amoco Chemical Company and Eastman Chemical Inc. intend to raise prices by 4c. per pound on January 2 and January 5, while Soltex Polymer Corp., USI (formerly Enron) and Shell Chemical Company say they will raise prices for the plastic by 3c. per pound effective January 1.

A representative of FDA monitoring the influx of potentially contaminated materials said there were no plans under current consideration to alter the existing limits.

Present guidelines require splices containing more than 8,000 pic moles of iodine 131 (298.3 becquerels) or 10,000 pic moles of cesium 134 and/or cesium 137 (370.4 becquerels) be returned to point of origin upon arrival at US ports.

The Canadian market will free up some of the 100,000 metric tons of urea fertilizer to a number of companies in the People's Republic of China during 1987, and agreements are pending to supply other SABIC petrochemicals to that market.

Ibrahim A. Salamah, Sabic's vice-chairman and managing director, says the supply

agreement for urea was concluded last month during a Saudi trade mission to China, which was organized to view the country's industrial development and to encourage increased imports of Saudi-manufactured products.

Mr. Salamah says that SABIC's trade with China is part of the company's general marketing strategy.

"The urea agreement represents SABIC's continuing efforts to diversify its international marketing channels, which also accommodates the needs of downstream users worldwide."

less than the Far West and does not compete head to head with imports.

SEEDS AND SPICES

ALLSPICE — Central American allspice has experienced a series of price advances beginning at the end of October when spot prices increased 5c. per pound to \$2c. and reaching 9c. per pound last week. Sources report dwindling supplies in Guatemala and Honduras with no significant offers expected soon.

OREGANO — The Canadian government raised the allowable limit of radiation levels for oregano from 300 to 3,000 becquerels per kilo two weeks ago. The policy change will allow material previously unavailable for import to be brought into Canada. Samples of the 1986 Greek and Turkish Oregano crops have been found to be contaminated by the accident at Chernobyl last April.

Sources close to the US spice market do not expect the Canadian decision to affect current policies at US customs, though it could apply additional pressure on FDA to adjust its guidelines.

"We have made attempts to have the levels raised," says one spice broker, "but FDA has declined our requests."

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CHEMICAL PROFILE

LINEAR ALKYLATE

December 15, 1986

SUPPLY

PRODUCER	CAPACITY*
Monsanto, Carson, Calif.	50
Monsanto, Chocolate Bayou, Tex.	250
Vista, Baltimore, Md.	230
Vista, Lake Charles, La.	150
Total	680

*Millions of pounds per year of linear alkylate. Monsanto bought the Carson plant from Witco on October 1, 1985. The company also plans a 50-million-pound expansion at Chocolate Bayou which is due on line in late 1986. Vista's Lake Charles plant and Monsanto's Chocolate Bayou facility use a hydrogen fluoride catalyst process, while Carson and Baltimore run on a monochloroparaffin process. Profile last published 10/31/83; this revision 12/15/86.

DEMAND

1985: 550 million pounds; 1986: 565 million pounds; 1990: 635 million pounds (includes exports).

GROWTH

Historical (1975-1985): 0.5 percent per year; future: 3 percent per year through 1990.

PRICE

Historical (1952-1986): High, 47½c. per pound, tanks, works; low, 10c. per pound, tanks, frt. equal.; Current: 43c. per pound, tanks, works (list price).

USES

Linear alkyl sulfonates (LAS) for household detergents, 74 percent; LAS for industrial cleaners, 15 percent; exports, 10 percent; other, 1 percent.

STRENGTH

Demand has been growing steadily since 1982, due to the rising popularity of high-surfactant liquid laundry detergents, and higher surfactant levels in powdered laundry products as well.

WEAKNESS

A large spate of laundry reformulations in 1980 and 1981 caused a sharp drop in LAS consumption that producers have yet to recover from. Prices have fallen in line with raw material n-paraffins.

OUTLOOK

Most of the penetration by liquid laundry detergents will be complete by 1988 at which point surfactant LAS demand will grow at the rate of population. Monsanto's expansion at Chocolate Bayou will keep supply comfortably in balance with demand. LAS now competes less directly with other surfactants on price, but instead is now used more in conjunction with alcohol ethoxylates and other surfactants to add performance characteristics to a laundry formulation.

PLATFORM

Corporate Responsibility

The following remarks are excerpted from an address by William R. Miller, vice-chairman of Bristol-Myers Company before an international conference on private sector initiatives in Paris, France.

Harry Truman, the thirty-third president of the United States, kept two signs on his desk. On the first was a piece of advice from an American author who, like Mr. Truman and for that matter like our current President, Ronald Reagan, was well-known for his down-to-earth wisdom and sense of humor. The author was Mark Twain. Permit me to quote.

"Always do right. This will gratify some people and astonish the rest."

The second sign was what Mr. Truman would have called a plain fact. It said simply, "The buck stops here."

Those two sentiments for me embody what social responsibility means — accepting that "the buck stops here" for each of us who makes decisions on behalf of organizations such as the company I work for — and accepting the obligation to do right.

...And, just as importantly, to do right by the future we face together, by continuing and intensifying our efforts to innovate with new products that will truly make a positive difference in the lives of people throughout the world.

...Partly because of the efforts of the pharmaceutical industry, and partly because of the efforts of governments and international organizations to improve distribution, more people are receiving more and better health care than ever before in history. Nevertheless, health care remains inadequate for many millions of people. Much more needs to be done. Yet, the steadily rising cost of health care is making it less and less affordable and therefore potentially less widely available.

Only a profitable company can share its good fortune with society and with the communities of which it is a part.

Clearly, the examples of corporate social responsibility I tend to cite relate closely to my own industry. Pharmaceutical companies innately want to prevent disease, just as I am sure that food companies innately want to prevent hunger. Thus, we support research into the basic mechanisms of the disease process, and food manufacturers support research on new food crops and ways to nourish them that may help alleviate hunger in the developing world.

Companies are likely to practice social responsibility most effectively when it extends logically from their everyday functioning as businesses. The seed from which corporate social responsibility germinates is the ability to make a profit. Companies with marginal earnings, like families with marginal incomes, have no choice but to follow the doctrine that charity begins at home.

Cost-cutting... better organization of the health care system... more efficient use of resources... reforms like these can accomplish only so much. What is needed even more are advances: innovations which reduce the

cost of health care in the most effective way of all — by reducing the need for it.

I repeat: only by reducing the need for health care can we possibly hope to make it available throughout the world at a cost the world can bear. This applies to the United States. It applies to France. And it applies even more strongly to most other countries, especially those of the developing world.

...Our industry also is in the forefront in support of basic research throughout the world to discover and understand the essential mechanisms of the disease process. Bristol-Myers Company itself has provided string-attached grants in support of basic research in cancer, nutrition, and orthopaedics totalling more than \$13 million. And other companies are providing funding in other areas of basic research.

Meanwhile, whenever devastation strikes localities where we do business, it is the practice of pharmaceutical companies to make generous gifts of antibiotics and other life-saving drugs. Some recent examples include the Mexican earthquake and the mud slides in Puerto Rico.

In these acts of social responsibility, our industry is of course far from unique. Other companies and industries also give generously... to hospitals and other health care institutions... to a wide variety of charities in their various communities... and to the universities, museums and institutions of the performing arts which express and preserve the essence of our civilization.

As an Englishman representing an American industry, with a perspective that reflects what I have experienced on both sides of the ocean, I remain convinced that — whether we are talking about the pharmaceutical industry or most other industries — being a profitable company in itself can be a socially responsible corporate act. Only a profitable company can employ people, provide them with income, benefits and a secure future. Only a profitable company can share its good fortune with society and with the communities of which it is a part.

In the drive for cost containment, what may be lost sight of is that few if any methods of reducing health care costs are more effective and at the same time more socially responsible than prescription drugs. Cardiovascular drugs have eliminated the need for thousands of expensive heart bypass operations. Psychotropic drugs have reduced the average stay in mental hospitals significantly. Vaccines now prevent diseases, such as polio, whose costs once were devastating. Because of antibiotics, diseases like tuberculosis, which once required long-term hospitalization, now can be treated at home.

Companies are likely to practice social responsibility most effectively when it extends logically from their everyday functioning as businesses. The seed from which corporate social responsibility germinates is the ability to make a profit. Companies with marginal earnings, like families with marginal incomes, have no choice but to follow the doctrine that charity begins at home.

Cost-cutting... better organization of the health care system... more efficient use of resources... reforms like these can accomplish only so much. What is needed even more are advances: innovations which reduce the

JOB & PEOPLE

Aristech Executives Take Over New Firm

Following the transfer of USS Chemicals Division to Aristech Chemical Corporation, Thomas Marshall has assumed the title of chairman and chief executive officer of Aristech and Craig R. Andersson has become president and chief operating officer.

Mr. Marshall was formerly president of the US Diversified Group of USA Corporation and Mr. Andersson was previously president of USS Chemicals.

Mr. Marshall said Aristech "will continue to manufacture and market the same wide range of chemicals and polymers as did USS Chemicals."



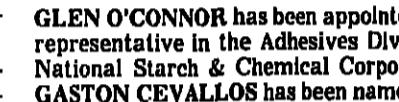
Thomas Marshall, who has been named president and chief executive officer of Procomp, Inc., a Waco, Tex.-based specialty chemicals firm for the year by Eka Chemicals, Inc. and E.I. du Pont de Nemours & Co., to market proprietary chemical systems to the paper industry.



C. Andersson



William L. Fagley



John R. Harkness



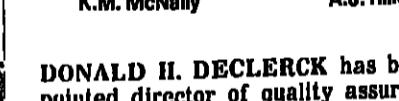
Frank Lichtenberger



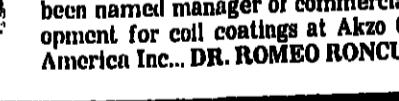
Robert Dennis



Glen O'Connor



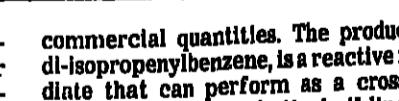
Gaston Cevallos



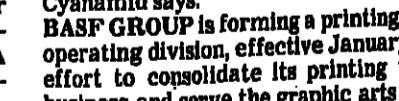
Arthur J. Hiller



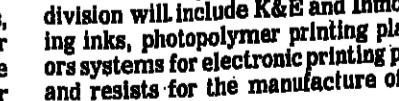
Michael B. Eckardt



Donna B. Harman



Stephen J. Klestinec



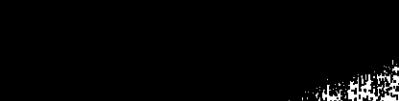
K. M. McNally



A. J. Kidney



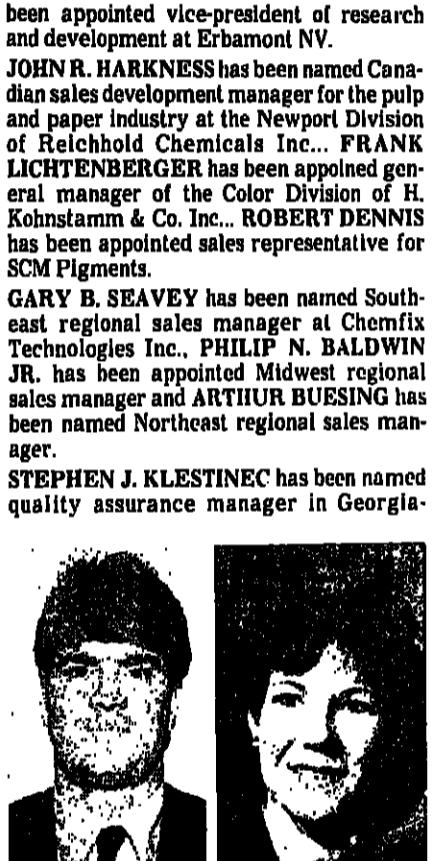
M. B. Eckardt



D. B. Harman



Steve Carlyle



Mike Ross

Bio-Lab, Inc. Appoints Manager, Sales Rep

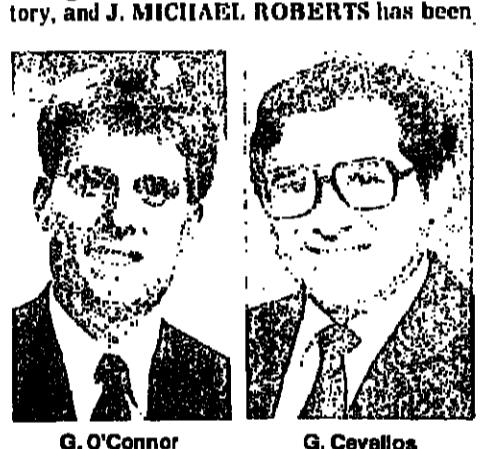
Bio-Lab, Inc. has appointed Steve Carlyle to the newly created position of market development manager and Michael J. Ross technical sales representative for the company's BioGuard Swimming Pool and Spa Division.

Mr. Carlyle will be responsible for researching and defining market opportunities and will report to the director of commercial development.

Mr. Ross, a 16-year veteran of the pool industry, joins Bio-Lab Inc. from a company in Tustin, Calif., and will cover a seven county area in greater Los Angeles.



Steve Carlyle



Mike Ross

Pacific Corporation's Chemical Division, Abu Ahmad has joined the company as new business/process research and development manager at the firm's Decatur, Ga., laboratory, and J. Michael Roberts has been appointed vice-president of research and development at Eramont NV.

John R. Harkness has been named Canadian sales development manager for the pulp and paper industry at the Newport Division of Reichhold Chemicals Inc. Frank Lichtenberger has been appointed general manager of the Color Division of H. Kohlmann & Co. Inc. Robert Dennis has been appointed sales representative for SCM Pigments.

Gary B. Seavey has been named Southeast regional sales manager at Chemfix Technologies Inc. Philip N. Baldwin Jr. has been appointed Midwest regional sales manager and Arthur Buesing has been named Northeast regional sales manager.

Stephen J. Klestinec has been named quality assurance manager in Georgia.

Donald H. Declerck has been appointed director of quality assurance at Paudler Company. Bal K. Dubey has been named manager of commercial development for coil coatings at Akzo Coatings America Inc. Dr. Romeo Roncucci has

been appointed research and development manager for thermosetting resins (Eastern region).

Sheldon Natowsky has been appointed marketing manager for stimulation additives in the Oil Field Chemical Division of ChemLink Petroleum Inc.

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STERIBER CORPORATION has begun construction of a new employee services building that will serve as the main visitors' entrance to the company's manufacturing and research and development facilities in New Brunswick, N.J. The 64,000-square-foot building will contain seminar and meeting rooms, offices, an employee store, career center, credit union and a cashier's office.

PRODUCTS RESEARCH & Chemical Corporation says it has been granted a US patent on the chemical modification of a class of polymers known as "LP" (liquid polymer). "LP" is a trademark of Morton Thiokol Inc. The resulting new high sulfur polymer

is described as "a major breakthrough in the field of polymer technology." The company's research as a major breakthrough in the field of polymer technology.

STERIVET LABORATORIES, Ontario, Canada, says it has received US Food & Drug Administration approval for "Synacid," a drug developed for the treatment of degenerative joint disease in performance horses.

The US market potential for treatments such as "Synacid" is in excess of \$60 million, according to the company.

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